

Imperial County Business Guide



Produced by

**Imperial County Community and
Economic Development Department**

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**The Job Creation Investment Fund of the
California Technology, Trade and Commerce Agency
Imperial Irrigation District, Public Information Department
Imperial Valley Regional Occupational Program
CalWORKs
Economic Development Department**

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Introduction

The Imperial County Community and Economic Development Department (ICCEDD) works in partnership with other economic development agencies throughout the county to promote economic growth and improved quality of life for all our residents. ICCEDD provides this **Imperial County Business Guide** to new and existing companies to encourage them to take advantage of the many federal, state and local programs that can assist them to increase their productivity, profitability, and their ability to expand operations.

There are programs that provide low interest loans and hiring tax credits in exchange for job creation. When locating within the Enterprise Zone and Manufacturing Enhancement Areas, companies also are eligible for permit streamlining, additional hiring tax credits, and other tax considerations that reduce the costs of doing business.

The local hiring and training agencies presented in this Guide offer many services directly to employers, such as pre-screening and recruitment of job applicants, customized training for new or existing employees, and subsidies for work experience and on-the-job training. To help employers to reduce turnover and training costs there are many agencies that provide job coaches, transportation and childcare assistance to new employees.

The Cities and Chambers of Commerce offer special local events and activities that may present opportunities for businesses to promote their goods and services.

Acknowledgements

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We would like to express our appreciation to **Imperial Valley Regional Occupation Program, Employment Development Department and CalWORKs** for their assistance in gathering information for the Hiring and Training section of this Guide.

The maps included in this Guide were produced by ICCEDD and printed by the **Imperial Irrigation District, Public Information Department**.

We also extend our thanks to **Tulare County** for providing us with a copy of their Tulare Business Resource Guide, which we have used as a model for this Guide.

Additional Copies and Updates

Additional copies of this Business Guide and future updates may be obtained from ICCEDD's website at www.ICCEDD.org.

Financial Assistance Overview

Public financing resources are available in every city to help you expand your business. The majority of the programs are provided in the form of business loans, but grants are available in a few circumstances. Other programs offer incentives to lenders, improving the likelihood that your loan will be approved.

City and County staff and agency representatives can help you structure a package that will make your money go farther. Most of these financing programs require your company to apply through either the local government or a public agency. To assist you in determining which programs match your needs and qualifications, all of the financing options are presented here in a summary matrix showing what the money can be used for, and who to contact for each program. Types of assistance programs include:

Redevelopment Areas —Business start-up and infrastructure assistance.

Business Loans, including Revolving Loan Funds (RLF) —“Gap” financing for business location and expansion projects that create or retain jobs for lower income households.

Incentive Areas —Tax credits and other incentives.

First Time Home Buyer Loans —Assists qualified low and moderate-income families with the purchase of their first home.

Financing Programs

Program	Uses	Availability
Business Expansion Loan Fund City of Holtville (760) 356-3186	Call for details	City of Holtville
Commercial and Industrial Revolving Loan Fund RLF City of El Centro (760) 337-4543	“Gap financing” for working capital, machinery, equipment, real estate.	City of El Centro (RDA)
Commercial Rehabilitation Fund/Small Business RLF City of Imperial (760) 355-1152	Call for details it is pending.	City of Imperial
Redevelopment Agency City of Holtville (760) 356-3186	Façade improvement.	City of Holtville
Revolving Loan Fund (RLF) Imperial County and Economic Development (760) 337-7814	“Gap financing” for working capital, machinery, equipment, real estate.	Entire county
Revolving Loan Fund (RLF) City of Westmorland (760) 337-3883	“Gap financing” for working capital, machinery, equipment, real estate.	City of Westmorland
SBA Microloan Program Imperial County and Economic Development (760) 337-7814	Equipment, plant improvements, inventory, permanent working capital.	Entire county
Revolving Loan Fund (RLF) City of Brawley (760) 351-2655	“Gap financing” for working capital, machinery, equipment, real estate.	City of Brawley

Financing and Loan Programs Overview

	Redevelopment Areas	Business Loans	Home Loans	Incentive Areas
Imperial County	✓	✓	✓	Champion & Enterprise Community
City of Brawley	✓	✓	✓	Champion & Enterprise Community
City of Calexico	✓	✓	✓	Manufacturing Enhancement Area, Enterprise Community, Enterprise Zone, Target Employment Area, 2 international Ports-of-Entry
City of Calipatria	✓	✓		Enterprise and Champion Community
City of El Centro	✓	✓	✓	Downtown Façade Improvement, Centerpoint Industrial Park, Approved Redevelopment Area
City of Holtville		✓		Downtown Façade Improvement and Utility Tax Ceilings
City of Imperial	✓	pending	pending	
City of Westmorland	✓	✓		

Imperial County Community & Economic Development Department

SUMMARY

Contacts

Imperial County
Community and
Economic Development
Department
836 Main St.
El Centro, CA 92243
Phone: (760) 337-7814
Fax: (760) 337-8907
www.ICCEDD.org

Services

- ◆ Low interest loans
- ◆ Loan application assistance

Related Pages

- ◆ Small Business Development Center
- ◆ City of El Centro
- ◆ Program Financing

Revolving Loan Fund

The Imperial County Community and Economic Development Department (ICCEDD) operates a Revolving Loan Fund to help create and retain jobs by providing businesses in the unincorporated areas with “gap financing” for start-up, ongoing operations and expansions. ICCEDD may consider lending to a business within a city that does not have an RLF program, if ICCEDD determines that the funding will help to meet ICCEDD’s community development goals.

Eligibility

All types of businesses are eligible to apply for ICCEDD’s RLF assistance, except non-profit corporations, media firms, lending institutions, recreation and amusement parks, and real estate investment companies.

The capitalization of the RLF was made possible through grants to the County from the California Department of Housing and Community Development, Community Development Block Grant (CDBG) program. All of the RLF lending decisions must be consistent with CDBG program regulations.

Loan Amount

No more than 40% of a project’s total financing can be provided through the RLF. Applicants must provide proof that they have been denied 100% financing through a bank or other lending institution. It is desired that the RLF funds be matched on a 2:1 dollar basis with private funds.

Use of Funds

Funds may be provided for construction, land acquisition, equipment, working capital and fixed asset loans. Davis- Bacon and/or State prevailing wages may be required for public works and construction loans using RLF funds.

Interest

Depending on credit and collateral, the interest rate will vary from a minimum of 2% below prime, to prime plus 2% on the date of approval.

Collateral

The RLF loan must be secured with assets adequate to cover the loan amount. Generally, 10% new equity is required for existing businesses and 30% for start-ups.

Home Programs

First Time Home Buyer Program is intended to offer first-time homebuyer down payment assistance to all qualified residents for purchase of any existing or qualifying new home through ICCEDD.

The County of Imperial’s Housing Rehabilitation Loan Program consists of a low-interest housing rehabilitation loan of low-income homeowners who meet the program requirements. The housing rehabilitation activities include repair or replacement of foundations, roofs, siding, flooring, plumbing and electrical systems.

Imperial Valley Economic Development Corporation

<p>SUMMARY</p> <p>Contact</p> <p>Imperial Valley Economic Development Corporation 1224 State Street, Suite C PO Box 3005 El Centro, CA 92243 Phone: (760) 353-8332 Fax: (760) 353-9149 Toll Free: 877-994-8332 www.ivedc.com</p> <p>Related pages</p> <ul style="list-style-type: none"> ◆ CalWORKs ◆ One Stop Services ◆ Small Business Development Center 	<p>The Imperial Valley Economic Development Corporation (IVEDC), is a nonprofit corporation that receives funding support from a group of private and public sector leaders, including the Imperial County Joint Chambers of Commerce, to aggressively market the Imperial Valley to corporate decision makers nationally and internationally.</p> <p>Today, competition for new plants and facilities and the well paying jobs they create is more intense, and more specialized than ever. Imperial Valley continues to experience severe unemployment and low per capita income; however the Valley has enormous untapped economic potential. The Imperial Valley offers these corporations strong competitive reasons to locate here. A business locating in the Valley can be assured of:</p> <ul style="list-style-type: none"> ◆ An abundance of low cost water ◆ Reliability and efficiency of locally owned and generated power ◆ Land availability, zoning and prices ◆ Labor pool qualifications and custom training programs ◆ Transportation network linkages. ◆ Maquiladora markets and suppliers 	<p>IVEDC acts as a clearinghouse for referring local businesses to planning and permitting, economic development, and loan programs within the cities and the County.</p> <p>IVEDC hosts site visits and coordinates tours and meeting itineraries for businesses seeking new locations. Businesses looking for a new place to locate or expand their operations are encouraged to contact IVEDC for further information and assistance.</p>
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Small Business Development Center

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<p>Contacts</p> <p>Small Business Development Center 301 N. Imperial Avenue, Suite B El Centro, CA 92243 Phone: (760) 312-9800 Fax: (760) 312-9838 www.ivsbdc.ca.gov</p> <p>Services</p> <ul style="list-style-type: none"> ◆ One-on-one business consulting for existing and start-up businesses ◆ Information and referral resources ◆ Workshops, seminars and training ◆ Business resource library <p>Related Pages</p> <ul style="list-style-type: none"> ◆ Imperial County Community and Economic Development Department ◆ CalWORKs 	<p>The Small Business Development Center (SBDC) provides services for all aspects of business start-up and management. Businesses seeking loans may strengthen their loan applications by receiving SBDC assistance to develop or improve their business and marketing plans.</p> <p>SBDC offers free or nominal cost consulting, training, research, and assistance in all of these areas:</p> <ul style="list-style-type: none"> ◆ Business and marketing plan development ◆ Business plan tune-ups, financial projections and analysis ◆ Establishing a banking relationship ◆ Permitting and licensing assistance ◆ Access to a resource library ◆ Assistance in identifying appropriate sources of financing ◆ Assistance with legal issues ◆ Assistance with government procurement procedures ◆ Entrepreneurial seminars <p>Business Consulting</p> <p>In a confidential relationship, consultants offer their guidance and expertise in all aspects of business start-up and management.</p> <p>SBDC can assist agriculture and agriculture related businesses with business planning and access to venture capital.</p> <p>Through SBDC's Government Procurement Assistance, small businesses are assisted in obtaining local, state and federal contracts.</p>	<p>Workshops, Seminars, and Training</p> <p>Consultants provide specialized services to small businesses experiencing difficulties or requiring specialized needs.</p> <p>Business Resource Library</p> <p>A library of books, publications, and videos and a collection of Small Business Resource Guides are available.</p> <p>International Trade</p> <p>Training and counseling is provided to help businesses secure a niche in the international market. Programs include workshops on marketing, exporting, importing, and financing.</p> <p>Home-Based Business Enterprise Program</p> <p>SBDC and Imperial County Community and Economic Development Department have created a program that offers training and support services to help individuals to become business owners or to improve operation of a current business. Loans are available from \$500 to \$3,500. Individuals who complete the program receive a training certificate, which may be included in a loan application along with the business plan.</p> <p>The Imperial County Department of Social Services may permit eligible CalWORKs participants to enroll in the Home Based Business Enterprise Program to fulfill work requirements under the CalWORKs program.</p>

Neighborhood House of Calexico, Inc.

SUMMARY

Contact

Neighborhood House of
Calexico, Inc.
506 4th St.
Calexico, CA 92231
Phone: (760) 357-6875
Fax: (760) 357-2248
nh@brawleyonline.com

Services

- ◆ One-on-one business consulting for existing and start-up businesses
- ◆ Information and referral resources
- ◆ Workshops, seminars and training
- ◆ Business Resource Library

Related Pages

- ◆ Imperial County Community and Economic Development Department
- ◆ Small Business Development Center

Neighborhood House of Calexico, Inc. provides business supportive services to low-income county residents who are current business owners or desire to establish a new business venture. We also provide proven basic business strategies on both a group and individualized setting, combined with technical assistance needed to obtain economic independence and self-sufficiency is provided.

Eligibility

Loan approval guidelines are designed to provide loans to individuals who are incapable of obtaining loans from traditional sources. Case management is provided on a continuous basis to assist businesses to grow and to obtain additional funding.

Loan Amount

Loans of up to \$2,500 may be obtained, with a 3% fixed interest rate with a two-year term.

Loan Purposes

Loan proceeds may be used for business start-up costs, equipment or inventory purchase.

Business Services

Neighborhood House provides these services free to businesses:

- ◆ Business training programs
- ◆ Credit counseling and repair
- ◆ Business plan development
- ◆ Business forecasting and projections
- ◆ Budget and cost analysis
- ◆ 12-month case management
- ◆ Follow-up services and referrals

Direct Assistance

Neighborhood House will assist businesses in obtaining loans, grants, permits and licenses. Businesses may also receive assistance in developing marketing and sales strategies and business alliances.

Administrative Support

For a nominal fee, Neighborhood House will provide businesses with bookkeeping services, use of office equipment such as fax, telephone, and computer, and internet access and message center services. Meeting and sales room use is also offered.

Referrals

Neighborhood House will assist businesses to identify business lending sources, tax incentives, and employee training programs.

City of Brawley

SUMMARY	
<p>Contact</p> <p>City of Brawley Community & Economic Development Department 205 S. Imperial Avenue Brawley, CA 92227 Phone: (760) 344-8622 Fax: (760) 351-2656</p> <p>Mutual Help Housing Program Phone: (760) 344-8622</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Redevelopment Area ◆ Business Revolving Loan Program ◆ Housing (Self-Help/ Rehabilitation) Program ◆ Foreign Trade Zone (pending approval) ◆ Enterprise Zone <p>Related pages</p> <ul style="list-style-type: none"> ◆ Brawley Economic Development Commission ◆ Brawley Chamber of Commerce ◆ Enterprise Community ◆ Champion Community ◆ Manufacturing Enhancement A read 	<p>Brawley’s government consists of a City Manager executive with a five person City Council, mayor ship rotating annually among council members. Its economic base is agriculture, principally alfalfa and truck crops. The domestic water source is from the Colorado River via the All-American Canal and the Imperial Irrigation District.</p> <p>Redevelopment Area The City’s Redevelopment Area includes the downtown area and designated areas around Brawley. The program is administered by Brawley’s Community Redevelopment Agency. Loans are provided to new businesses to assist in the creation of jobs.</p> <p>Champion and Enterprise Community The City of Brawley is a part of the Enterprise and Champion Communities in Census Tract 104. Incentives for businesses that locate or expand within this area include preference points when applying for federal or state funding. Work Opportunity Tax Credits are available for employers who hire qualified individuals.</p> <p>Business Revolving Loan Program This program is administered under the City’s Community Development Block Grant program. Program income is funded to new business activity that is eligible and meets local and national objectives.</p> <p>MEA All of the area within the city limits of Brawley is designated as a Manufacturing Enhancement Area (MEA).</p>
	<p>This allows for state hiring tax credits and business assistance to stimulate job creation. Businesses are eligible to earn up to \$30,000 in state hiring tax credits per qualified employee over a five-year period.</p> <p>Housing Programs The Brawley Redevelopment Agency has established a Redevelopment Housing Set-Aside Fund to support housing rehabilitation. Brawley also utilizes CDBG funds for housing rehabilitation loans. Some programs utilized by the City are the following:</p> <p><u>Section 504 Single-Family Home Rehabilitation Program:</u> This program provides low interest loans directly to homeowners. Grants may also be available for qualified applicants.</p> <p><u>Section 523 Mutual Self-Help Housing Program:</u> This program makes homes affordable by enabling future homeowners to help construct their homes themselves. Qualified applicants complete 65% of the work required to build their new homes.</p> <p><u>Colonia Funds:</u> A portion of the City has been designated as a Colonia by the County and State. A Colonia is defined as an area within 200 miles of an international border that is in need of housing and infrastructure. CDBG grant funds can be used for housing rehabilitation, street and infrastructure improvements.</p>

Brawley Economic Development Commission

SUMMARY		
<p>Contact</p> <p>Brawley Economic Development Commission 204 S. Imperial Avenue P.O. Box 218 Brawley, CA 92227 Phone: (760) 344-3160 Fax: (760) 344-7611</p> <p>www.brawleyca.net www.buildhere.org</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Cooperative marketing and advertising <p>Related pages</p> <ul style="list-style-type: none"> ◆ City of Brawley ◆ Brawley Chamber of Commerce ◆ MEA ◆ Foreign Trade Zone ◆ Champion Community ◆ Enterprise Community ◆ Enterprise Zone 	<p>The Brawley Economic Development Commission (BEDC) is a voluntary association of individuals and organizations, both public and private, having common interests in the area of diversifying, stabilizing and expanding the economic base of the City of Brawley and its sphere of influence.</p> <p>The purpose of the BEDC is to create and retain employment opportunities by crafting economic development plans, facilitating communications and providing marketing materials and programs to stimulate economic activity in the Brawley area.</p> <p>The Commission’s activities include legislative advocacy and action, in turn promoting business opportunities in Brawley. One successful measure of their efforts is evidenced with the recent designation of a Manufacturing Enhancement Area by the California Technology, Trade and Commerce Agency. The BEDC initially developed the legislation, with cooperation and assistance from the City of Brawley and Senator David Kelley, the “Brawley Bill” became law in January 1998. The BEDC is currently seeking to change Brawley’s MEA designation to an Enterprise Zone.</p>	<p>BEDC Activities</p> <ul style="list-style-type: none"> ◆ Membership and active participation in, valley wide economic development meetings and committees, including: the Overall Economic Development Commission, SDSU Expansion Committee, Main Street Steering Committee, CA Center for Border and Regional Economic Studies. ◆ Participation in the North end County Task Force. ◆ Preparation of proposals and information packages to provide a professional and timely response to requests by businesses that may wish to relocate or expand. ◆ Marketing outreach, including attendance and participation in various trade shows aimed at recruiting new industry to Brawley. ◆ Focus groups to develop strategies to improve the economic development climate in the city. Such groups include the North County Task Force and SDSU. ◆ User friendly website along with an innovative marketing CD-ROM that interactively provides information developers need for relocation.

City of Calexico

SUMMARY		
<p>Contact</p> <p>City of Calexico 608 Heber Avenue Calexico, CA 92231 Phone: (760) 768-2177 Fax: (760) 357-3831</p> <p>Services</p> <ul style="list-style-type: none"> ◆ International Trade ◆ Housing ◆ Education ◆ Enterprise Zone ◆ Entertainment/Recreation ◆ Programs and incentives in Calexico <p>Related pages</p> <ul style="list-style-type: none"> ◆ Calexico Chamber of Commerce ◆ Enterprise Zone ◆ Manufacturing Enhancement Area ◆ Financing Programs 	<p>International Trade</p> <p>With easy access to U.S. and Pacific Rim transportation routes, Calexico offers unparalleled opportunity for international and domestic trade. Calexico is located just across the border from Mexicali, the state capital of Baja California, Mexico. Each year more than 30 million vehicles and pedestrians cross into the U.S. through Calexico's two Ports-of-Entry. The most recently constructed East Calexico Port-of-Entry provides an improved link to major trucking routes. The Calexico International Airport provides private international charter flight services.</p> <p>Housing</p> <p>Calexico offers some of California's best opportunities for home ownership. A booming construction industry has provided an abundance of beautiful high-quality, yet affordable housing in well-designed, conveniently located neighborhoods.</p> <p>Education</p> <p>Calexico public and private schools offer nationally recognized, award-winning primary and secondary educational programs. Post-secondary education is available at the Calexico Campus of San Diego State University, and at Imperial Valley College. More than 20 local agencies and programs provide vocational training that can be tailored to the specific needs of potential employers.</p>	<p>Enterprise Zone and Manufacturing Enhancement Area</p> <ul style="list-style-type: none"> ◆ Tax credits on new manufacturing equipment ◆ Up to \$19,000 more in tax credits for each qualified employee hired ◆ Credits carried for up to 15 years ◆ Fast-track building permits ◆ Waiver of fees for building, electrical and plumbing permits ◆ Rebate of business license and refuse collection fees <p>Entertainment and Recreation</p> <ul style="list-style-type: none"> ◆ 10-plex movie theater ◆ Excellent restaurants ◆ Variety of shops ◆ Skate Park ◆ Adjacent to Mexicali, city of 900,000 ◆ Imperial Sand Dunes (40 miles) ◆ Colorado River (60 miles)

City of Calipatria

SUMMARY	
<p>Contact</p> <p>City of Calipatria 125 North Park Avenue P.O. Box 167 Calipatria, CA 92233 Phone: (760) 348-4141 Fax: (760) 348-7035</p> <p>Services</p> <ul style="list-style-type: none"> ◆ CDBG ◆ Revolving Business Loan ◆ Redevelopment Area and Agency <p>Related pages</p> <ul style="list-style-type: none"> ◆ Calipatria Chamber of Commerce ◆ Financing Programs ◆ Economic Development Department 	<p>The City of Calipatria has been designated by the US Department of Agriculture as an Enterprise and Champion Community, which entitles businesses locating in Calipatria to receive federal tax credits and low interest loans. An application for Foreign Trade Zone (FTZ) status is pending approval. Locating in an FTZ will expedite foreign commerce through small business revolving loan fund and micro enterprise programs. With the expected completion of the Airport Industrial Park, and the access to the Municipal Airport for air freight businesses will have options for transportation by air, Union Pacific Rail, and Highway 111.</p> <p>Business Loans</p> <p>The City of Calipatria utilizes CDBG funds it has been awarded to help create jobs in the local economy. CDBG funds are used for business loans for a variety of uses from working capital to land acquisition. Even though the CDBG funds do not provide all the financing needed, it can help with expansion and ensure that businesses do not have to close or move if faced with temporary downturns in the local economy.</p> <p>Calipatria Redevelopment Agency</p> <p>The Calipatria Redevelopment Agency uses CDBG funds for loans up to \$100,000. As with CDBG funds, the majority of the funding would have to come from a private lending source.</p>
	<p>Revolving Business Loan Fund (RLF)</p> <p>The City of Calipatria has established a Revolving Business Loan Fund that will help maximize the number of jobs available by ‘recycling’ loans over and over through loan repayments. Although the loans can provide not more than half of total project funding, they assist in covering any financial gaps. Guidelines provide for a minimum loan amount of \$25,000 and a maximum of \$200,000.</p> <p>Loans are available for:</p> <ul style="list-style-type: none"> ◆ Working Capital ◆ Construction ◆ Business Start-Up ◆ Land Acquisition ◆ Equipment Purchases and Modernization ◆ Business Expansion ◆ Refinancing of Other Debts <p>Area Incentives</p> <ul style="list-style-type: none"> ◆ Affordable Housing ◆ Excellent Restaurants ◆ Excellent Business collaboration ◆ City Customer Service ◆ Affordable commercial and industrial land

City of El Centro

SUMMARY	
<p>Contact</p> <p>El Centro Redevelopment Agency 1275 Main Street El Centro, CA 92243 Phone: (760) 337-4543 Fax: (760) 352-4867</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Redevelopment Area ◆ Commercial and Industrial Revolving Loan Fund Program ◆ Façade Improvement ◆ Promotion of commercial and industrial land ◆ Centerpoint Industrial Park ◆ First Time Home Buyer Program ◆ Promote the development of projects that are in scale with the character of the El Centro community. ◆ Professional staff assistance <p>Related pages</p> <ul style="list-style-type: none"> ◆ El Centro Chamber of Commerce ◆ Financing Program section 	<p>The City of El Centro is the center of one of Southern California’s most promising new commercial and industrial regions and just 15 minutes from the international industrial complexes in Mexicali, Baja California. There are two international border crossings nearby for commercial and noncommercial vehicles.</p> <p>The Redevelopment Agency is responsible for economic development and redevelopment activities throughout the City and Redevelopment Areas. The RDA is the primary liaison with business owners, property owners, developers and local business oriented organizations to aid in the attraction and retention of businesses</p> <p>Approved Redevelopment Area Businesses that locate within any of the Approved Redevelopment Areas receive priority consideration for loans and are eligible for assistance under the Façade Improvement program. .</p> <p>Centerpoint Industrial Park This industrial park is within the Approved Redevelopment Area. It lies at the eastern edge of the incorporated city limits of the City of El Centro. The industrial park consists of approximately 80 acres, with 36 lots. The park is fully served by all pertinent city services (water, electric, curbs, gas, cable, drainage, gutters, sidewalks, paved street, street lighting). The zoning allows for a wide range of manufacturing, fabrication, industrial and selected business uses.</p>
	<p>Façade Improvement Program The purpose of this program is to encourage rehabilitation of commercial storefronts in the downtown area and any commercial property located within the boundaries of the Redevelopment Area.</p> <p>Commercial and Industrial Revolving Loan Fund (RLF) The primary goal of the RLF program is to assist and facilitate commercial and industrial revitalization through gap financing. This is intended to aid in the development and expansion of commercial and industrial businesses to generate employment opportunities, stimulate private reinvestment, and improve those areas experiencing economic decline. The maximum loan amount of RLF funds to be loaned to a single business will be \$200,000. The goal for the RLF funds is to be matched on a 2:1 dollar basis with private funds. Funds may be used for construction, land acquisition, equipment and working capital.</p> <p>First Time Home Buyer Program This program is intended to offer first-time homebuyer down payment assistance to all qualified residents of the City for purchase of any existing or qualifying new home through the Redevelopment Agency program.</p> <p>The Redevelopment Agency Set-A-Side Fund provides funding loans to enable households earning up to 120% of median income to enable to qualify for permanent financing of single-family homes. The down-payment assistance may be up to \$20,000, which may be repaid in twenty years with interest only during the first five years.</p>

City of Holtville

SUMMARY		
<p>Contact</p> <p>City of Holtville 121 West 5th Street Holtville, CA 92250 Phone: (760) 356-2912 Fax: (760) 356-1863 hltvcity@icoe.k12.ca.us</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Redevelopment Area ◆ Community Development Block Grants ◆ Façade Improvement ◆ Business Expansion Loans ◆ Utility Tax Cap <p>Related pages</p> <ul style="list-style-type: none"> ◆ Holtville Chamber of Commerce ◆ Financing Programs section 	<p>Redevelopment Authority Holtville’s Redevelopment Area encompasses the entire City of Holtville.</p> <p>Community Development Block Grants The City offers low-interest loans to eligible commercial and industrial concerns to encourage job creation.</p> <p>Business Expansion Loan Fund To encourage business locations and expansion, the City offers citywide low-interest loans Business and Industry Loan Guarantee Program in commercial and industrial areas.</p>	<p>Utility Tax Ceiling The City has established a utility tax ceiling of \$338,590 per year and any increase is tied to the Consumer Price Index.</p> <p>Façade Improvement The Redevelopment Agency offers matching funds up to 50% or \$5,000 to local businesses for Façade Improvement.</p>

City of Imperial

SUMMARY		
<p>Contacts</p> <p>City of Imperial 420 S. Imperial Avenue Imperial, CA 92251 Phone: (760) 355-1152 Fax: (760) 355-4718 publicworksdirector@cityofimperial.org</p> <p>Services</p> <ul style="list-style-type: none"> ◆ CDBG Grant Program ◆ Redevelopment Agency <p>Related pages</p> <ul style="list-style-type: none"> ◆ Imperial Chamber of Commerce ◆ Financing Programs section 	<p>City Community Development Block Grant Program</p> <p>The City of Imperial intends to apply for CDBG economic development funds through the State Small Cities CDBG Program. This program will provide below market rate loans to new or expanding businesses that create or retain jobs for lower income households.</p> <p>Loan funds can be used for such items as working capital, machinery and equipment, land acquisition, and refinancing of certain types of existing debt.</p> <p>Loan terms can be up to fifteen years. At least one job for target income group households must be created for each \$35,000 in CDBG loan funds received.</p>	<p>Redevelopment Agency</p> <p>The City’s Redevelopment Agency offers the following types of incentives for new businesses wanting to expand:</p> <ul style="list-style-type: none"> ◆ Land Cost Write Down – land purchased by the Agency and resold to the business at a discounted rate, ◆ Construction of public infrastructure (water and sewer) in support of the business, ◆ Payment of certain fees; such as school impact fees on behalf of the new or expanding business, ◆ Assistance with demolition and removal of blighted buildings ◆ Assistance with site assemblage through merger of substandard parcels. <p>Redevelopment Agency incentives will vary for each business according to the size of the project and jobs created.</p>

City of Westmorland

SUMMARY		
<p>Contacts</p> <p>City of Westmorland PO Box 699 355 South Center Street Westmorland, CA 92281 (760) 344-3411</p> <p>The Holt Group, Inc. 1561 South Fourth Street El Centro, CA 92243 (760) 337-3883</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Low Interest Loans ◆ Loan Application Assistance <p>Related pages</p> <ul style="list-style-type: none"> ◆ Financing Programs section 	<p>Business Loan Assistance and Revolving Loan Account Program</p> <p>The City of Westmorland utilizes the California State Department of Housing and Community Development Community Development Block Grant (CDBG) program funds for a Business Loan Assistance and Revolving Loan Account Program.</p> <p>Although the loans may not provide for all financing, they assist in covering any financial gaps. The Program guidelines provide a minimum loan amount of \$10,000 and maximum of \$200,000.</p> <p>Loan Types</p> <p>Working Capital/Lines of Credit Loans may help with cash-flow deficiencies in times of economic downturn.</p> <p>Construction/Acquisition Loans assist in revitalizing existing buildings, expansion of business and new buildings.</p> <p>Equipment purchase and Modernization Loans are available for inventory revitalization and various equipment renovations.</p> <p>Interest</p> <p>The interest rates available usually range between 4% and 7% depending upon credit worthiness.</p>	<p>Eligibility</p> <p>The business must be located within the City of Westmorland and show a necessary and appropriate need for assistance. The business must also offer half of its new employment positions to individuals from the Targeted Income Group, that is, those who live in households that earn 80% or less of the median household income for Imperial County.</p> <p>Redevelopment Agency</p> <p>The City's Redevelopment Agency offers the following incentives:</p> <ul style="list-style-type: none"> ◆ Land Cost Write Down (land purchased by the Agency and resold to the business at a discounted rate). ◆ Supports businesses by aiding in the construction of infrastructure. ◆ Payment of certain impact fees on behalf of the business ◆ Assistance with demolition and removal of blighted buildings ◆ Assistance with site assemblage through lot mergers of substandard parcels. <p>The incentives listed above may vary depending upon the size and scope of the business.</p>

Brawley Chamber of Commerce

SUMMARY

Contacts

Brawley Chamber of Commerce
 PO Box 218
 204 S. Imperial Avenue
 Brawley, CA 92227
 Phone: (760) 344-3160
 Fax: (760) 344-7611
www.brawleyca.net
chamber@brawleyca.net

Related Pages

- ◆ City of Brawley
- ◆ Brawley Economic Development Commission
- ◆ One Stop Employment Offices

A well-planed, beautiful community of stately homes and parks greets travelers entering Brawley today from any direction. Brawley is the center of the greatest proven producing area in the United States- a claim sustained by its annual record of produce shipments, and its accredited rank as the second busiest produce shipping point in California. From a single brush wickiup in 1901, has grown this prosperous and well-built city located 26 miles north of the US-Mexican border, 120 miles east of San Diego.

Facts and Figures

The average minimum temperature in Brawley is 56 degrees; average maximum is 85 degrees; average humidity is 30 percent with two inches of rain annually. The elevation is 113 feet below sea level. The total population is 22,052 (2000 census).

Events and Activities

Brawley is home to one of the finest Western celebrations in the United States. Each year, an estimated 50,000 people converge on Brawley to enjoy the many special events during Cattle Call. Brawley cattle Call began in 1956 to honor Imperial Valley's cattle industry. The City of Brawley leased a 50-acre arena for one of the finest rodeo grounds in the southwest. The Cattle Call Parade is now one of the largest western parades in the southwest.

Through the work of the Rodeo Committee, the Cattle Call Rodeo is now recognized as one of the best PRCA-sanctioned rodeos in the US.

To the north is the Salton Sea, California's largest lake. To the east are the dramatic yet desolate sand dunes where off-road enthusiasts come from all over southern California to play. The northern and western mountains provide a rugged and picturesque skyline that surrounds the relatively unspoiled desert mesa. Brawley has ten tennis courts, three mini-parks, six neighborhood parks and three community parks. The City has one Olympic-size pool.

Public Facilities

Brawley also has many facilities for public functions, such as:

- ◆ Palmer Performing Arts Center
- ◆ Cattle Call Arena
- ◆ Lions Convention Center
- ◆ Senior Citizens Center
- ◆ Warne Football Field
- ◆ Weist Baseball Field

The Brawley Chamber of Commerce, established in 1904, is dedicated to a healthy business climate through a commitment to economic growth in order to ensure that Brawley's community has quality schools, libraries, parks, public safety and adequate infrastructure, through a strong sales tax base.

Calexico Chamber of Commerce

SUMMARY		
<p>Contacts</p> <p>Calexico Chamber of Commerce 1100 Imperial Avenue Calexico, CA 92231 Phone: (760) 357-1166 Fax: (760) 357-9043 calexicochamber@hotmail.com www.calexicochamber.ca.gov</p> <p>Related Pages</p> <ul style="list-style-type: none"> ◆ City of Calexico 	<p>The Calexico Chamber of Commerce is the leading force advancing the growth of business, education and encouraging community and bi-national partnerships to strengthen our economy and enhance Calexico's quality of life. We utilize our unique market position as a Southwest International Gateway to promote our Chamber members, merchants, and commercial industry to prospective consumers, tourists, and international neighbors. We support our city's efforts to promote Calexico as an ideal location for industrial and commercial development. These services will be provided in a setting that is friendly, responsive, informed, multi cultural, and technologically progressive.</p> <p>Facts and Figures Calexico was incorporated in 1908 and has a population of 30,000. The elevation is 12 feet above sea level.</p> <p>Local Clubs, Organizations</p> <ul style="list-style-type: none"> ◆ Elks Lodge #1382 ◆ Host Lions Club ◆ Noon timers Lions Club ◆ Rotary Club ◆ Bulldog Booster Club ◆ Police Officers Association ◆ Babe Ruth ◆ Soroptimist International ◆ 20/30 International #427 ◆ Woman's Improvement Club ◆ Teachers Association California School Employees Association ◆ P.A.L. ◆ American Legion 	<ul style="list-style-type: none"> ◆ Chess Club ◆ Pop Warner ◆ Searching for Bobby Fischer ◆ International Order of Job's Daughters ◆ Las Vecinas Auxiliary <p>Events and Activities Calexico holds many entertaining events year round, including:</p> <ul style="list-style-type: none"> ◆ Welcome Teacher's Luncheon ◆ Joint Chambers Business Showcase ◆ San Diego State University Imperial Valley Campus Gala ◆ Mardi Gras 2002 Beer Tasting ◆ Chamber Fundraiser \$10,000 Raffle ◆ Mariachi Festival Week ◆ City of Calexico 94th Anniversary Celebration ◆ Mariachi Festival ◆ Chamber Membership Dinner <p>Business Opportunities If you offer products or services that target individuals and corporations in Calexico, you are offered a low-risk banner advertising campaign that works. When you advertise on the Calexico Chamber of Commerce website, you'll reach a specifically targeted audience interested in regional goods and services, consisting of tourists, consumers, and local residents.</p>

Calipatria Chamber of Commerce

SUMMARY

Contacts

Calipatria Chamber of Commerce
150 N Park
Calipatria, CA 92233
Phone: (760) 348-4141
Fax: (760) 348-7035

Services

- ◆ CDBG
- ◆ Revolving Business Loan
- ◆ Enterprise Zone

Related Pages

- ◆ City of Calipatria

Since its incorporation, the City of Calipatria has had a rich, eighty three year old history and developed as a semi-rural community with farming as its major industry. The City of Calipatria, an exciting gateway for NAFTA, is ideally situated within an ever-growing corridor of commerce between Los Angeles and Mexico. Calipatria has excellent transportation opportunities and a projected growth that make it the premiere place to do business.

The Community

Calipatria is located in the Northern part of Imperial County with a population of 7,800 (which includes 4000 prison population). Elevation is 185 feet below sea level. Calipatria has a small town flavor; it is friendly and enjoys a multi-cultural ambience that is enjoyed by all. Located 50 miles North of the Mexico Border, short drives from San Diego, Palm Springs, Los Angeles, and Colorado River, one can enjoy the relative serenity and low cost of small town living while maintaining the option to access urban areas.

Entertainment and Recreation

- ◆ Imperial Sand Dunes (30 miles)
- ◆ Colorado River (60miles)
- ◆ San Diego Beaches (120 Miles)
- ◆ Salton Sea fishing and Recreation (4 miles)
- ◆ Del Rio Golf Course (8 miles)
- ◆ City Skate Park
- ◆ Fishing
- ◆ Bird watching
- ◆ Off road vehicle trails

The Sonny Bono Wildlife Refuge located in Calipatria, includes 35,484 acres of salt marsh and open water, as well as 2,000 acres of pasture and freshwater marsh.

The refuge is one of the lowest places in the United States, about 228 feet below sea level. The rising waters of the Salton Sea have inundated most of the refuge. Visitors should be prepared for extremely hot weather during summer months. For more information about this refuge go to:
<http://www.llbean.com/parksearch/parks/html/15316gd.htm>

El Centro Chamber of Commerce

SUMMARY		
<p>Contact</p> <p>El Centro Chamber of Commerce & Visitors Bureau 1095 S. 4th Street El Centro, CA 92243 Phone: (760) 352-3681 Fax: (760) 352-3246 www.elcentrochamber.com info@elcentrochamber.com</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Promotes economic development ◆ Promotional and networking opportunities ◆ Promotes El Centro and the Imperial Valley ◆ Informational service ◆ Legislative voice <p>Related pages</p> <ul style="list-style-type: none"> ◆ City of El Centro 	<p>The City of El Centro, covering 9.17 square miles, is the largest city in Imperial County and became the county seat in 1907. The city lies 52 feet below sea level. The sun does not shine every day of the year, but it comes nearer to doing so than in any other place in the United States. The population of El Centro is 37,835 with people below the age of 20 being the highest age group.</p> <p>The Chamber of Commerce provides economic and social leadership to promote tourism and community pride to ensure El Centro's growth, prosperity and quality of life.</p> <p>The Chamber helps prepare students to enter the workforce by recruiting mentors, job shadowing and the Employability Certificate program.</p> <p>Business Opportunities Many promotional opportunities for businesses are offered through the Tourist Center:</p> <ul style="list-style-type: none"> ◆ Website ◆ Business directory/county map ◆ Advertising at special events ◆ Business referrals ◆ Employer training ◆ Value-added benefits ◆ Offers promotional opportunities ◆ Access to computer data 	<p>Events The Chamber organizes many promotional events such as:</p> <ul style="list-style-type: none"> ◆ Los Vigilantes Christmas Parade ◆ Snowbird Breakfast ◆ Farmers Market ◆ Freedom Fest ◆ Ice Cream Social ◆ Blue Angels Golf Tournament ◆ Business Showcase <p>Recreation Come explore the 4,600 square miles of Imperial County, comprising one of California's most diverse natural playgrounds, including:</p> <ul style="list-style-type: none"> ◆ Heber Dunes ◆ Palo Verde Park ◆ Red Hill Marina ◆ Sunbeam Lake ◆ Mud Pots ◆ Desert Oasis (hot spring spa and long term visitor area) ◆ Imperial Sand Dunes ◆ Oyster Shell Beds ◆ Painted Gorge ◆ Tumco Mines ◆ Yuha Geoglyphs ◆ Sonny Bono Salton Sea National Wildlife Refuge ◆ Fossil Canyon ◆ Old Plank Road ◆ Salton Sea

Holtville Chamber of Commerce

SUMMARY		
<p>Contacts</p> <p>Holtville Chamber of Commerce 101 W 5th Street Holtville, CA 92250 Phone:(760) 356-2923 Fax:(760) 356-2925</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Promotional and networking opportunities ◆ Promotes Holtville and the Imperial Valley <p>Related pages</p> <ul style="list-style-type: none"> ◆ City of Holtville 	<p>Holtville- the Carrot Capital of the World- boasts some of the most productive farmland in the world. The area specialty is the harvest of winter vegetables and melons. Aided by the sunny climate and an intricate network of canals to supply water, this fertile land produces crops like carrots, lettuce, broccoli, cauliflower, melons, wheat, cotton and alfalfa hay. The crops are sent around the nation and to many parts of the world.</p> <p>Facts and Figures Holtville’s population is around 5,000 and many more reside in the surrounding rural area. The school district has an enrollment of 1900 students. The city is 16 feet below sea level. Average winter temperature is 69°F and summer, 105°F. Holtville has clean air, plenty of water, good sewer service, easy access to Interstate 8, freight rail connection and low electricity rates.</p>	<p>Community Organizations Holtville has a variety of school, civic, church and fraternal organizations including:</p> <ul style="list-style-type: none"> ◆ Masonic Lodge ◆ Soroptimist Club ◆ 20/30 Club ◆ Rotary Club ◆ Lions Club ◆ Woman’s Club ◆ VFW ◆ American Legion ◆ Optimist Club ◆ Pop Warner ◆ Babe Ruth and Little League programs <p>Events and Activities Recreational opportunities abound in and around Holtville. Dune buggies and ATVs run on the desert sand dunes located just minutes from town. Well-maintained golf courses provide year-round recreation. The Colorado River provides fishing, boating and sightseeing. Desert areas and state parks allow for hiking, camping, rock hounding, bird watching and exploring. In the city, there are parks, tennis courts, softball fields, a swimming pool, and barbecue and picnic facilities.</p> <p>The Carrot Festival is held annually.</p>

Imperial Chamber of Commerce

SUMMARY		
<p>Contacts</p> <p>Imperial Chamber of Commerce PO Box 218 101 E. 4th Street Imperial, CA 92227 Phone: (760) 355-1609 Fax: (760) 355-3920 www.imperialchamber.ca.gov</p> <p>Related page</p> <ul style="list-style-type: none"> ◆ City of Imperial 	<p>Imperial is a city of firsts. It was officially designated as a townsite in 1902. This designation was then followed by the first chamber of commerce in 1903, first hotel, first school, first church, first source of supplies for farmers, and first printing press in the Imperial Valley.</p> <p>It is 64 feet below sea level and on average, receives between three and four inches of rain per year. Imperial is the headquarters for the Imperial Irrigation District (IID), the sixth largest power utility in California and one of the largest irrigation districts in the world. IID provides jobs for more than 1,100 people, services irrigation water to nearly 500,000 acres of fertile farmland, and generates and distributes electricity to a 6,741 square mile area.</p> <p>Clubs and Organizations To join the following clubs or for information, contact the Chamber of Commerce;</p> <ul style="list-style-type: none"> ◆ AARP ◆ American Legion ◆ American Heart Association ◆ Alzheimer’s Patients, Caregivers ◆ American Lung Association ◆ Area Agency on Aging ◆ FFA (Future Farmers of America) ◆ Four-H (4-H) ◆ Mexican American Golf Club ◆ Masonic Temple ◆ Moose Lodge 	<ul style="list-style-type: none"> ◆ Friends of the Library ◆ Gem and Mineral Society of Imperial Valley ◆ Imperial Valley Pioneers Museum ◆ Kiwanis Club ◆ Lioness Club ◆ Quarterback Club ◆ Boy and Girl Scouts ◆ Senior Dominos <p>Public Facilities Imperial has a public pool, library and a park for its community members. The City also offers the Imperial Valley Expo which hosts trade shows, RV getaways, lifestyle expos, spectator sports, BBQ’s and banquets, fundraisers, concerts and car racing.</p> <p>Events and Activities Imperial is the home of the California Mid-Winter Fair and Fiesta which is usually held in early March. Imperial also holds an annual Christmas Parade and Bazaar, Spring Fling, Turkey Drive and Cow Chip Contest. This year Hawg Wild, the Harley Davidson Cycle shop, started an annual BBQ and raffle.</p>

Incentive Zone Overview

If you are an employer currently doing business in the Imperial County or looking for a possible area to expand your business, there are some appealing programs that you should be aware of when making this decision.

Imperial County is currently awaiting new business ventures and is full of exciting opportunities for employers. Within the Imperial County are several federal and state designations that provide incentives for businesses to locate in the area.

Imperial County offers Champion Communities, Rural Enterprise Communities, an Enterprise Zone, Manufacturing Enhancement Areas, as well as a countywide HUBZone. If you are familiar with these designations, you will be able to take advantage of major financial incentives and benefits. However, if you are not quite sure, this section of the Business Guide will provide you with adequate information on what type of incentives your business qualifies for, incentives you may want to apply for and who to contact for further assistance.

Incentive Zones Overview

		Hiring Tax Credits	Net Operating Loss Carryover	Sales/Use Tax Credit	Additional Deductions	Lender Tax Credit	Permit Fast-Tracking	Contract Preferences	Tariff Deferrals
Enterprise Zone	Nearly all of Calexico	✓	✓	✓	✓	✓	✓	✓	
Foreign Trade Zone	Approval Pending								✓
HUBZone	Imperial County							✓	
Manufacturing Enhancement Area (MEA)	Brawley & Calexico City limits	✓					✓	✓	
Rural Champion Communities	Calexico Census Tracts 119,120,121 Niland Census Tract 101 Westmorland Census Tract 102 Brawley Census Tract 104	✓							
Rural Enterprise Communities (EC)	Calexico Census Tracts 119,120,121 Niland Census Tract 101 Brawley Census Tract 104	✓							

Incentives Available Countywide

Work Opportunity Tax Credits	Work Opportunity Tax Credits are available nationwide to all employers who hire qualified employees such as veterans, ex-offenders, welfare recipients, and youth ages 18 – 24 who reside in the Enterprise Communities.
Low Interest Loans	Imperial County Community & Economic Development and the City of El Centro offer low interest loans for economic development in Imperial County.

Enterprise Zone

SUMMARY

Contact

City of Calexico
 Redevelopment Agency
 608 Heber Ave
 Calexico, CA 92231
 (760) 768-2177
www.calexico.ca.gov

Enterprise Zone Programs
 California Technology,
 Trade and Commerce
 Agency
 801 K Street Suite 1700
 Sacramento, CA 95814
 (916) 324-8211
 Fax: (916) 324-8211
www.commerce.ca.gov

Benefits

- ◆ State tax credits and deductions related to hiring, equipment purchases, and net operating loss
- ◆ Tax deduction to business lenders

Related Pages

- ◆ Hiring Tax Credit
- ◆ Manufacturing Enhancement Area
- ◆ Qualified Employees
- ◆ City of Calexico
- ◆ Calexico Chamber of Commerce

The Calexico Enterprise Zone designation continues through to October 14, 2006. The TEA designation expires in 2012.

California Enterprise Zones can save a business thousands of dollars through tax credits and other benefits. Calexico is the only city in Imperial County with this designation.

Businesses operating in this zone may qualify for significant state tax credits:

- ◆ Hiring tax credit
- ◆ Sales or use tax credit
- ◆ Net operating loss carryover
- ◆ Business expense deductions
- ◆ Lender interest income deduction

Hiring Tax Credits

State hiring tax credits can amount to more than \$30,000 per qualified employee over a five-year period. These credits are designed to provide businesses with incentives to hire qualified employees. Enterprise Zone qualified employees are individuals who are:

- ◆ Receiving or eligible for employment services funded by the Workforce Investment Act (WIA).
- ◆ Members of a targeted group as defined in the federal Work Opportunity Tax Credit (WOTC).
- ◆ Eligible to be a voluntary or mandatory registrant of welfare to work programs under CalWORKS.
- ◆ Economically disadvantaged youth 14-21 years old.
- ◆ Qualified dislocated workers.
- ◆ Disabled and eligible for, enrolled in, or have completed a state rehabilitation plan.
- ◆ Service connected disabled veterans.
- ◆ Veterans who recently separated from military service, or who served during the Vietnam Era.

- ◆ Ex-felons/offenders
- ◆ Eligible for, or recipient of, Federal Supplemental Security Income (SSI).
- ◆ Eligible for, or a short-term recipient of, Temporary Aid to Needy Families (TANF).
- ◆ Eligible for, or recipients of, food stamps.
- ◆ Native Americans.
- ◆ Living in the Target Employment Area (TEA).

Qualified employees must perform at least 50% of their work within the boundaries of the EZ, and spend at least 90% of work-time on activities related to the conduct of the business located in the EZ. Qualified employees must also be certified through the One Stop Employment Offices for the business to claim the credit.

Target Employment Areas (TEA)

TEA is defined as an area within a city, county, or city and county that is composed solely of those census tracts designated by the United States Department of Housing and Urban Development (HUD) as having at least 51% of its residents of low- or moderate-income levels. An Enterprise Zone company can earn a tax credit for hiring any person who can demonstrate that they live in an approved TEA

Enterprise Zone, continued

Calculation of Credits

The amount on which you can claim a credit is capped at 150% of minimum Wage. The employer may pay a higher wage, with the amount above the cap not counting toward the credit.

Example: On Jan 1, 2002, a business hires a qualified employee who has been certified by the One Stop office. This is full time employee works 2,080 hours in an Enterprise Zone business at minimum wage (\$6.75/hr as of Jan.1, 2002):

Minimum Year 1 Credit

$\$6.75 \times 2,080 = \$14,040$
 $\$14,040 \times 50\% = \mathbf{\$7,020}$

Maximum Year 1 Credit

$\$6.75 \times 150\% \times 2,080 =$
 $\$10.12 \times 2,080 = \$21,049.60$

$\$21,049.60 \times 50\% = \mathbf{\$10,524.80}$

Sales or Use Tax Credits

A business may receive state tax credit for sales or use tax paid on equipment and machinery related to:

- ◆ Manufacturing, processing, or fabrication of a product
- ◆ Communications and data processing
- ◆ Motion picture production
- ◆ Renewable energy resources
- ◆ Control of air or water pollution

Individuals can claim a credit on the sales or use tax paid on the first \$1 million of qualifying purchases, and corporations on the first \$20 million. At the 7.75 percent sales tax rate, that's a credit of up to \$17,750 for an individual and \$1.55 million for a corporation.

Example: A business is operating in an Enterprise Zone and spends \$80,000 to purchase machinery that is used to manufacture toys. The sales tax paid was \$6,200. A business may reduce the amount of state tax owed by \$6,200.

Net Operating Loss Carryover

A business can carry over up to 100 percent of its net operating losses from Enterprise Zone activity until exhausted, or over a time limit of up to 15 years.

Example: For 2001, a business's net operating loss was \$4,000. Because of the loss, a business did not owe any tax on year 2001 income. However, in 2002 the business showed a profit of \$10,000. The business may carry over the 2001 \$4,000 net operating loss to reduce its 2002 taxable income. This results in a business taxable income of \$6,000 (\$10,000-\$4,000) for 2002.

Net Operating Loss Carryover

A business can carry over up to 100 percent of its net operating losses from Enterprise Zone activity until exhausted, or over a time limit of up to 15 years.

Example: For 2001, a business's net operating loss was \$4,000. Because of the loss, a business did not owe any tax on year 2001 income. However, in 2002 the business showed a profit of \$10,000. The business may carry over the 2001 \$4,000 net operating loss to reduce its 2002 taxable income. This results in a business taxable income of \$6,000 (\$10,000-\$4,000) for 2002.

Enterprise Zone, continued

	<p>Business Expense Deductions A business can elect to expense out the cost of depreciable items in the first year of use. Qualifying items include business equipment, furniture and fixtures, but not office supplies. The maximum deduction for all qualified property is either, 40% of the cost of the qualified property, or \$20,000, whichever is smaller.</p> <p><i>Example:</i> An Enterprise Zone business spends \$40,000 purchasing an oven. The business can claim \$16,000 (\$40,000 x 40%) as a business expense deduction.</p>	<p>Lenders' Deduction To encourage business locations and expansions, the State allows lenders to take a deduction of net interest received on loans made to Enterprise Zone businesses.</p> <p><i>Example:</i> A lender loans \$5,000 to an Enterprise Zone business. The lender earns \$550 interest and incurs \$300 of expenses directly related to the loan. The lender may deduct its net interest of \$250 (\$550 -\$300) from its taxable income.</p>
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Foreign Trade Zone

SUMMARY

Contact

Imperial County
Community and
Economic Development
Department
836 Main St.
El Centro, CA 92243
Phone: (760) 337-7814
Fax: (760) 337-8907
www.foreign-trade-zone.com

Benefits

- ◆ Reduced tariffs
- ◆ Deferred Customs payments

Related Pages

- ◆ City of Calexico
- ◆ City of El Centro
- ◆ City of Calipatria
- ◆ City of Brawley

Foreign Trade Zone application is pending.

The primary purpose of a Foreign Trade Zone (FTZ) is to provide incentives for domestic manufacturers that rely on imported raw materials.

At the time of this publication, Imperial County is applying for an FTZ designation. If the designation is awarded, businesses located in portions of Calexico, Brawley, El Centro, Calipatria, and unincorporated areas of Imperial County would receive FTZ benefits.

For U.S. Customs purposes, the FTZ is considered outside the United States. Therefore, any imported materials or merchandise imported into the zone are excluded from customs duty and excise taxes until they leave the FTZ. When the material or good is exported outside the U.S., no duty is charged. A few of the main benefits are listed below:

- ◆ Reduced tariffs
- ◆ Duty exemptions
- ◆ Duty elimination on waste, scrap, and yield loss
- ◆ Weekly Entry Fee savings

Reduced Tariffs

In cases where raw materials require higher tariffs than the finished product, the FTZ provides manufacturers with a level playing field. In an FTZ, a manufacturer can import the raw materials duty free and manufacture finished products that require lower tariffs when they leave the Zone.

Duty Exemptions

U.S. Customs duties are not due until materials or finished products leave the FTZ. Therefore, when foreign merchandise is brought into the Zone no duty is required until it enters the commerce of the U.S.

Duty elimination on Waste, Scrap and Yield Loss

Some raw materials that require a high duty generate waste or scrap losses when processed or manufactured. The FTZ will reduce the cost of paying duties on materials that will become waste losses once they are processed. A chemical processing plant is an example of a company that can benefit from this FTZ incentive.

Weekly Entry Savings

Some companies import materials on a daily basis, and with each Entry, they are required to pay U.S. Customs processing fees. The maximum processing fee is \$485 per entry. This maximum entry fee is applied to shipments with values over \$230,952. Companies often receive shipments well above this amount. For companies that receive multiple shipments on a daily basis, this becomes extremely costly. Another FTZ benefit will allow companies to file Weekly Entries and pay the \$485 based on weekly instead of daily shipments.

HUBZone

SUMMARY

Contact

Small Business Administration (SBA)
 550 West C St.
 San Diego, CA 92101
 (619) 557-7250
www.sba.gov

Benefits

- ◆ Federal set-aside contracting opportunities with limited competition.
- ◆ Full and open competition contracts awarded with price preferences.

Related Pages

- ◆ Small Business Development Services

Small businesses operating within HUBZones receive federal contract preferences. HUBZones were introduced by the Small Business Administration to stimulate job creation in historically underutilized business areas.

Due to the high unemployment rates that exist in Imperial County, the entire county qualifies as a HUBZone.

How it Works

Small businesses have the opportunity to negotiate sole source contracts with federal agencies and participate in restricted competition limited to HUBZone firms.

Additionally, HUBZone businesses will be allowed a 10 percent price evaluation preference in open competition. In other words, the price offered by a HUBZone firm would be considered 10 percent lower than that of a comparable bid made by a non-HUBZone company.

All types of contracts normally authorized under Federal Acquisition Regulations are available. Participating agencies include the Departments of Agriculture, Defense, Energy, Health and Human Services, Housing and Urban Development, Transportation, Veterans Affairs, the Environmental Protection Agency, General Services Administration, and National Aeronautics and Space Administration.

Eligibility

HUBZone benefits are available to new, existing, or relocating businesses operating within the boundaries of the HUBZone. The firm must be a small business, owned and controlled by U.S. citizens, and at least 35 percent of its employees must reside in the HUBZone. SBA has established standards for designating businesses as “small”. These standards include:

- ◆ 500 employees for most manufacturing and mining industries
- ◆ 100 employees for all wholesale trade industries
- ◆ \$5 million average annual revenues for most retail and service industries
- ◆ \$27.5 million average annual revenues in most general and heavy construction industries
- ◆ \$11.5 million average annual revenues for all special trade contractors
- ◆ \$0.75 million average annual revenues for most agricultural industries

How to Apply

The SBA certifies firms for eligibility. Small businesses are encouraged to use the electronic application at the SBA web site: www.sba.gov.

Paper applications can also be downloaded from the web site, or they can be obtained from the nearest SBA district office.

Manufacturing Enhancement Area (MEA)

SUMMARY

Contact

City of Brawley
400 Main St.
Brawley, CA 92227
(760) 344-8622
www.cityofbrawley.com

City of Calexico
608 Heber Ave
Calexico, CA 92231
(760) 768-2177
www.calexico.ca.gov

California Technology,
Trade and Commerce
Agency
801 K Street Suite 1700
Sacramento, CA 95814
(916) 324-8211
1-800-326-8606
Fax: (916) 324-8211
www.commerce.ca.gov

Benefits

- ◆ State hiring tax credits
- ◆ Business assistance and reduced fees

Related Pages

- ◆ Hiring Tax Credits
- ◆ Enterprise Zone
- ◆ Qualified Employees
- ◆ CalWORKS

The MEA designation will continue through Dec. 31, 2012.

The State of California created Manufacturing Enhancement Areas (MEAs) to stimulate job creation in areas experiencing triple the State's unemployment rate. The Cities of Calexico and Brawley are the two designated MEAs in California.

Benefits

MEA benefits include:

- ◆ Streamlined local regulatory controls
- ◆ Reduced permitting fees
- ◆ MEA companies are eligible to earn \$30,000 or more in state hiring tax credit per qualified employee hired over a five-year period.

Hiring Tax Eligibility

If a business is located within an MEA, it is eligible for State hiring tax credits. For a business to be eligible, it must first satisfy these three conditions:

- ◆ The business must be operating in those lines of business described in Codes 2011 to 3999 of the Standard Industrial Classification,
- ◆ 50% of the workforce must be residents of the county in which the MEA is located, and
- ◆ At least 30% of the above county employees must be certified qualified employees.

The California Franchise Tax Board considers an MEA qualified employee to be anyone who at the time of hiring was receiving or is eligible for any of the following programs or services:

- ◆ Subsidized employment, training, or services funded by the federal Workforce Investment Act.

- ◆ Eligible to be a voluntary or mandatory registrant of welfare to work programs under CalWORKS.
- ◆ Members of a targeted group as defined in the federal Work Opportunity Tax Credit (WOTC)

In addition, qualified employees must perform at least 50% of their work within the boundaries of the MEA, and spend at least 90% of work time on activities related to the conduct of business located in the MEA. Qualified employees must also be certified through the One Stop Employment Offices for the business to claim the credit.

The MEA tax credit is based on qualified wages paid to the qualified employees and the calculation is based on the State hiring tax credit

Example: On Jan. 1, 2002, a business hires a full time qualified employee who works 2,080 hours in your MEA business at minimum wage (\$6.75/hr as of Jan.1, 2002). The credit is capped at 150% of the minimum wage.

Min. Year 1 Credit
\$6.75 x 2,080 = \$14,040
\$14,040 x 50% = **\$7,020**

Max. Year 1 Credit
\$6.75 x 150% x 2,080 =
\$10.12 x 2,080 = \$21,049.60
\$21,049.60 x 50% = **\$10,524.80**

Application Process

If a business meets all the MEA regulations, you do not need to receive prior approval to take advantage of the special tax incentive. The business will just need to maintain accurate records of qualified employees hired.

Rural Champion Communities

SUMMARY

Contact

USDA El Centro
177 N. Imperial Avenue
El Centro, CA 92243
Phone: (760) 352-4418
www.usda.gov
www.ezec.gov

Benefits

- ◆ Preference points awarded when communities apply for USDA funding.

Related Pages

- ◆ Enterprise Communities
- ◆ City of Westmorland
- ◆ City of Brawley
- ◆ City of Calexico
- ◆ Small Business Development Services

The Rural Champion Community designation is in effect from 2000-2005.

In 1999, Imperial County was one of more than 160 communities that organized and completed a strategic planning process as part of an application for the Round II Empowerment Zone/Enterprise Community (EZ/EC) competition. Imperial County did not receive the Round II Empowerment Zone designation. However, in recognition of this effort, the U.S. Department of Agriculture designated Imperial County as a "Champion Community."

USDA has executed memoranda of understanding with Imperial County and other Champion Communities, pledging ongoing technical support for implementation of their strategic plans.

Key Features

USDA is not the only agency assisting Champions, as other agencies have also targeted funds and technical assistance initiatives to these disadvantaged communities.

USDA Rural Development sponsors conferences to train community leaders and promotes networking among communities.

USDA provides targeted assistance to Champions and gives them significant preference points when competing for project funding.

Imperial County Champion Communities:

- ◆ Niland/Calipatria Census Tract 101
- ◆ Westmorland Census Tract 102
- ◆ Brawley Census Tract 104
- ◆ Calexico Census Tracts 119, 120, 121

Rural Enterprise Communities

SUMMARY		
<p>Contact</p> <p>USDA El Centro 177 N. Imperial Avenue El Centro, CA 92243 Phone: (760) 352-4418 www.usda.gov www.ezec.gov</p> <p>Imperial County Community and Economic Development Department 836 Main St El Centro, CA 92243 Phone: (760) 337-7814 Fax: (760) 337-8907</p> <p>Benefits</p> <ul style="list-style-type: none"> ◆ Funding for several programs designed to improve community and economic conditions ◆ WOTC <p>Related Pages</p> <ul style="list-style-type: none"> ◆ Champion Communities ◆ Work Opportunity Tax Credits ◆ Qualified Individuals ◆ Enterprise Zone ◆ One Stop Employment Offices 	<p>Launched in 1993, the Empowerment Zone and Enterprise Community (EZ/EC) Initiative is a federal interagency effort focused on the creation of self-sustaining, long-term development in distressed urban and rural areas throughout the United States. In Imperial County the U.S. Department of Agriculture designated Round I Rural Enterprise Communities in these five census tracts:</p> <ul style="list-style-type: none"> ◆ Calexico Census Tracts 119, 120, 121 ◆ Brawley Census Tract 104 ◆ Niland/Calipatria Census Tract 101 <p>Benchmarks</p> <p>With the Enterprise Community designation, the County received a \$3 million Social Services Block Grant. This grant has been used to fund several programs designed to improve community and economic conditions.</p> <p>Enterprise Community funds have been used by the Small Business Development Center to assist small businesses with counseling, training and access to financing.</p> <p>The Literacy Volunteers of America have also used EC funds to increase the literacy levels of Enterprise Community residents. The literacy programs are stronger than ever and continue to address the major problem.</p> <p>The Imperial Valley Housing Authority has used EC funds to increase housing opportunities for low-income residents of Imperial County.</p>	<p>Enterprise Community funds have also been used in the development of One Stop Employment Service Centers. These centers provide many services for both employees and employers.</p> <p>Incentives</p> <p>These incentives are available in Enterprise Communities; however, they are contingent upon state and local government funding:</p> <ul style="list-style-type: none"> ◆ Enterprise Zone Facility Bonds ◆ Qualified Zone Academy Bonds <p>These incentives are not restricted to Enterprise Communities, and are available to all businesses throughout the United States:</p> <ul style="list-style-type: none"> ◆ Environmental Cleanup Cost Deduction ◆ Depreciation of Indian Reservation property ◆ New Markets Tax Credits ◆ Low-Income Housing Tax Credits <p>Work Opportunity Tax Credits</p> <p>Work Opportunity Tax Credits (WOTC) are available throughout the United States for employers who hire qualified individuals from targeted economically disadvantaged groups. Youth living in an Enterprise Community are one of these designated economically disadvantaged groups. Hiring Enterprise Community youth ages 18-24 can save a business up to \$2,400 per employee.</p>

Qualified Employees Overview

Description of qualified individuals	EZ Hiring Tax Credit	WOTC	MEA Hiring Tax Credit	Welfare to Work
1. Lives in the Target Employment Area (TEA).	◆		◆	
2. High Risk Youth--any youth 18-24 years living in an Enterprise Community, Census Tracts 101, 104, 119, 120, and 121.	◆	◆	◆	
3. Summer Youth employee's ages 16-17 living in an Enterprise Community, Census Tracts 101, 104, 119, 120, and 121.	◆	◆	◆	
4. Receiving or eligible to receive subsidized employment, training, or services funded by the federal Workforce Investment Act (WIA).	◆		◆	
5. Eligible to be a voluntary or mandatory registrant of welfare to work programs under CalWORKs.	◆		◆	
6. Economically disadvantaged youth 14-21 years old	◆			
7. Qualified dislocated worker	◆			
8. Disabled individual eligible for, enrolled in, or who has completed a state rehabilitation plan.	◆	◆	◆	
9. Service connected disabled veteran	◆	◆	◆	
10. Veteran who recently separated from military service, or who served during the Vietnam Era	◆	◆	◆	
11. Eligible for, or a recipient of, food stamps	◆	◆	◆	
12. Economically disadvantaged ex-felon	◆	◆	◆	
13. Eligible for, or recipient of, Federal Supplemental Security Income (SSI)	◆	◆	◆	
14. Eligible for, or short term recipient of, Temporary Aid to Needy Families (TANF)	◆	◆	◆	
15. Long term recipient of Temporary Aid to Needy Families (TANF)				◆
16. Native American	◆			

Enterprise Zone (EZ) and Manufacturing Enhancement Area (MEA) Hiring Tax Credits

SUMMARY

Contact

One Stop Employment Offices
 Employment Development Department
 1550 W. Main St
 El Centro, CA 92243
 (760) 339-2722
www.edd.ca.gov

California Technology, Trade and Commerce Agency
 801 K Street Suite 1700
 Sacramento, CA 95814
 (916) 324-8211
 1-800-326-8606
 Fax: (916) 324-8211
www.commerce.ca.gov

Services

- ◆ Tax credit for up to 50% of new employees' wages for businesses operating in Manufacturing Enhancement Areas or Enterprise Zones

Related Pages

- ◆ Manufacturing Enhancement Area
- ◆ Enterprise Zone
- ◆ Qualified Employees
- ◆ CalWORKs

The cost of hiring new employees may be reduced by thousands of dollars through State hiring tax credits available to Imperial County businesses operating in any of the following incentive areas:

- ◆ *Calexico Enterprise Zone* (applies to most employers in the City of Calexico)
- ◆ *Brawley and Calexico Manufacturing Enhancement Areas*

In order to be eligible for the State hiring tax credit, a business must meet the requirements that are set by the specific designation.

Qualified Wages

Qualified wages are defined as the wages a business pays to qualified employees. Hiring tax credits are based on the amount of qualified wages paid. If a business pays a qualified employee minimum wage over five years, the credit can be worth over \$21,000. However, if a business pays its qualified employees the maximum wage allowed under the state hiring tax,

which is set at 150% of the minimum wage, the tax credits could amount to over \$31,000 for the five years. The table below illustrates the possible savings per employee.

Qualified Employees

MEA and Enterprise Zone regulations use different standards for defining qualified employees. MEA qualified employees are defined as individuals who have received or are eligible for the following programs or services:

- ◆ Subsidized employment, training, or services funded by the federal Workforce Investment Act (WIA).
- ◆ Eligible to be a voluntary or mandatory registrant of welfare to work programs under CalWORKs
- ◆ Members of a targeted group as defined in the federal Work Opportunity Tax Credit (WOTC)
- ◆ Living in the Target Employment Area (TEA).

Year	Hours Worked	x Wage =	Qualified Wages	Rates	Total Credit
1	2080	\$6.75	\$14,040.00	50%	\$7,020.00
2	2080	\$6.75	\$14,040.00	40%	\$5,616.00
3	2080	\$6.75	\$14,040.00	30%	\$4,212.00
4	2080	\$6.75	\$14,040.00	20%	\$2,808.00
5	2080	\$6.75	\$14,040.00	10%	\$1,404.00
Totals					\$21,060.00

This table shows savings over a five-year time period, if a business pays one qualified employee minimum wage. The maximum wage for credit purposes is capped at \$10.12 (150% of the minimum wage) and could amount to savings of more than \$31,000.

EZ and MEA Hiring Tax Credits, continued

	<p>Enterprise Zone qualified employees are individuals who are:</p> <ul style="list-style-type: none"> ◆ Receiving or eligible for employment services funded by the Workforce Investment Act (WIA). ◆ Members of a targeted group as defined in the federal Work Opportunity Tax Credit (WOTC) ◆ Eligible to be a voluntary or mandatory registrant of welfare to work programs under CalWORKS ◆ Economically disadvantaged youths ages 14-21 ◆ Qualified dislocated workers ◆ Disabled and eligible for, enrolled in, or who have completed a state rehabilitation plan ◆ Service connected disabled veterans. ◆ Veterans who recently separated from military service, or from the Vietnam era ◆ Ex-felons/offenders ◆ Eligible for, or recipient of, Federal Supplemental Security Income (SSI) ◆ Eligible for, or a short term recipient of, Temporary Aid to Needy Families (TANF) ◆ Eligible for, or recipients of, food stamps ◆ Native Americans ◆ Living in the Target Employment Area (TEA). <p>Vouchering Process Hiring vouchers are used to document to the California Franchise Tax Board that your business has hired eligible employees. It is a simple process:</p> <ol style="list-style-type: none"> 1. If a business is in an MEA, it must verify that it is a qualified employer (most manufacturers qualify). 	<ol style="list-style-type: none"> 2. A business can recruit workers on its own or work with the One Stop Employment Offices. Through the One Stop offices, a business can have employees pre-screened, to ensure that they are qualified, prior to hire. 3. Once hired, a business should have the employee certified by a Business Resource Specialist from the One Stop Employment Service office. 4. Maintain records of the wages paid and hours worked. 5. At tax time, a business can claim its hiring tax credit by filing form FTB 3808 (MEA) or FTB 3805Z (Enterprise Zone) with its California Tax Return. <p>Termination of Employment If the employee is terminated during the first 270 days of employment, the business may have to repay the credit. However, there are several exceptions:</p> <ul style="list-style-type: none"> ◆ Employee leaves voluntarily ◆ Employee becomes disabled ◆ Employee misconduct ◆ Substantial reduction in trade or operations of your company ◆ Employee is replaced by another qualified employee
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Work Opportunity Tax Credits

SUMMARY		
<p>Contact</p> <p>Employment Development Department 1550 W. Main St El Centro, CA, 92243 (760) 339-2722</p> <p>Work Opportunity Tax Credit Center P.O. Box 1408 Roseville, CA 95678 1-866-593-0173 www.edd.ca.gov/wotcind.htm</p> <p>Benefits</p> <ul style="list-style-type: none"> ◆ Federal tax credit up to \$2,400 for hiring targeted employees. <p>Related Pages</p> <ul style="list-style-type: none"> ◆ Hiring tax credits ◆ Rural Enterprise Community ◆ Qualified Employees ◆ CalWORKs <p>Work Opportunity Tax Credits are scheduled to expire for employees who begin work after Dec. 31, 2003.</p>	<p>All employers in Imperial County are eligible to receive a federal Work Opportunity Tax Credit (WOTC) when hiring qualified employees from specific WOTC target groups. Employers may receive up to \$2,400 for each hired individual who is a member of a target group.</p> <p>Target Groups WOTC eligibility is based on hiring qualified employees from these eight target groups:</p> <ol style="list-style-type: none"> 1. Recipients of Temporary Aid to Needy Families (TANF) 2. Veterans 3. Ex-felons 4. High risk youths ages 18-24 residing in an Enterprise Community 5. Vocational Rehabilitation referrals. 6. Summer youths ages 16-17 who reside in an Enterprise Community 7. Food Stamp recipients 8. Recipients of Supplemental Security Income (SSI) <p>Credit Calculation The amount of the WOTC varies by the number of hours worked. To receive any credit, a qualified employee must work at least 120 hours. At 120 hours, the credit rate is 25% of the employee's wages, and at 400 hours, the credit rate increases to 40%.</p>	<p>For all groups described above, except number 6, the credit rate is applied to a maximum of \$6,000 in wages. The maximum credit is \$2,400 per qualified employee. For group 6 (summer youths), the 40% credit rate is applied to the maximum of \$3,000 in wages. The youth maximum credit is \$1,200 per qualified youth.</p> <p>Employee Retention Requirements A qualified employee must be retained at least 180 days or have completed 120 hours of service in order for a business to receive any credit.</p> <p>Process</p> <ol style="list-style-type: none"> 1. Contact the One Stop Employment Office for assistance in locating qualified applicants. 2. Complete and submit the required IRS tax form no later than 21 days after the employee begins work. The IRS Form 8850, Pre-Screening Notice and Certification Request, must be completed together by you and the job seeker. The One Stop Employment office may perform this step in the process prior to hiring. 3. Keep normal employment records on the qualifying employee, including wages and hours worked. 4. Claim the credit on your federal tax return.

Welfare to Work Tax Credits

SUMMARY

Contact

Employment Development Department
 1550 W. Main St
 El Centro, CA 92243
 Phone: (760) 339-2722
 Fax: (760) 339-2745
www.edd.ca.gov

Work Opportunity Tax Credit Center
 P.O. Box 1408
 Roseville, CA 95678
 1-866-593-0173
www.edd.ca.gov/wotcind.htm

Services

- ◆ Federal tax credit of up to \$8,500 for hiring targeted employees.

Related Pages

- ◆ Hiring tax credits
- ◆ Work Opportunity Tax Credits
- ◆ Qualified Employees
- ◆ One Stop Employment Services

Welfare to Work Tax Credits are scheduled to expire for employees who begin work after Dec. 31, 2003.

The Welfare to Work tax credit provides a business with an incentive to hire long-term recipients of family assistance. This credit is available to any business that hires a qualified employee.

Qualified Employees

Members of families who have been long-term recipients of Aid to Families with Dependent Children (AFDC) or Temporary Aid to Needy Families (TANF) for 18 months or more are qualified employees.

Credit Calculations

The Welfare to Work tax credit is a two-year credit against federal taxes for businesses that hire long-term family assistance recipients. The credit is available as long as the employee works 400 hours.

The first year credit rate is 35% of the employee's wages and increases to 50% for the second year. The credit is applied to a maximum wage of \$10,000, therefore making \$8,500 the maximum credit over the two years.

Process

1. Contact one of the One Stop Employment Offices for assistance in locating qualified applicants.
2. Complete and submit the required IRS tax form no later than 21 days after the employee begins work. The IRS Form 8850, Pre-Screening Notice and Certification Request, must be completed together by you and the job seeker. The One Stop Employment office may perform this step in the process prior to hiring.
3. Keep normal employment records on the qualifying employee, including wages and hours worked.
4. Business claims the credit on its federal tax return.

This table shows the maximum savings if your business will hire and retain a former welfare recipient. The credit is based on amount of qualified wages paid, with the maximum amount is set at \$10,000.

Year	Rate	Qualified wages	Credit
1	35%	10,000	\$3,500
2	50%	10,000	\$5,000
Total			\$8,500

Hiring & Training Overview

There are several programs that can significantly *reduce the cost of hiring and training* your employees. This guide describes the attributes of some of the hiring and training agencies offered in the Imperial County.

To assist you in quickly identifying the services you need for your business, the matrix on the following page summarizes some of the larger hiring and training opportunities available. It is broken into two categories:

- ◆ **Hiring Services** — These are organizations that can assist you in recruiting employees, screening job applicants and assessing their skills. Some organizations may also provide facilities in which you can interview job applicants.
- ◆ **Training Programs** — Training may occur in the classroom or on the job. In some cases, the training may be customized to the employer's needs at no cost or a subsidized fee. Some services are available only to new employees, while others also train existing employees and/or management.

Included in this section are the pages created by the Chamber of Commerce in each City. These pages were created to assist businesses in marketing and advertising assistance provided within the different cities. In these pages, different activities and local events are explained to help businesses become more acquainted with the individual City's culture.

Hiring & Training Overview

	Hiring			Training*			
	Recruiting and Job Placement	Screening and Assessment	Interview Facilities	Customized	On-the-Job	Class-room	Skills Upgrade
Academic & Employment Services					✓	✓	✓
Brawley Union H.S. Adult Education				✓		✓	✓
Calexico Community Action Council	✓				✓	✓	
CalWORKs	✓	✓	✓	✓	✓	✓	✓
Campeños Unidos, Inc.	✓	✓	✓		✓	✓	✓
Center for Employment Training	✓	✓		✓		✓	✓
Department of Vocational Rehabilitation	✓	✓	✓	✓	✓		✓
Employment Development Department	✓	✓	✓				
Employment Training Panel (funding only)				✓	✓	✓	✓
Imperial County Office of Education						✓	✓
Imperial Valley College	✓	✓	✓	✓	✓	✓	✓
Imperial Valley Economic Development Corporation							
Imperial Valley Regional Occupational Program	✓	✓	✓	✓	✓	✓	✓
One Stop Employment Offices	✓	✓	✓	✓	✓	✓	✓
San Diego Job Corps	✓	✓	✓	✓	✓	✓	✓
San Diego State University	✓					✓	✓
Work Training Center	✓	✓		✓	✓	✓	✓

* Some of these training programs are available for current and new employees. Most are at no cost to the employer. Please refer to individual agency summaries.

Academic and Employment Services

SUMMARY

Contact

Imperial County Office of
Education's Academic and
Employment Services
765 Broadway
El Centro, CA 92243
Phone: (760) 312-6441
Fax: (760) 312-6443
aes@icoe.k12.ca.us

Services

- ◆ Provides work experience and basic skills to youth ages 14-21.

Related pages

- ◆ Imperial County Office of Education
- ◆ San Diego Job Corps
- ◆ One Stop Employment Offices

The Academic and Employment Services Department of the Imperial County Office of Education prepares today's youth for tomorrow's workforce by providing exposure to the world in general, and career related training sites in both public and private settings

Hiring

AES provides instruction in reading and math to help youth improve these skills so they may be better prepared to perform and succeed in the workplace.

Youth also have the opportunity to participate in activities that will develop or improve social skills and community awareness thereby promoting community involvement.

Training

Trainees receive ongoing support through personalized training. This training may include:

- ◆ Paid/Unpaid Work Experience
- ◆ Youth On-the-Job Training
- ◆ Occupational Training
- ◆ Job Readiness
- ◆ Academic Enhancement Skills
- ◆ Leadership Development
- ◆ Adult Monitoring
- ◆ Follow-Up Services
- ◆ Comprehensive Guidance & Counseling

B.U.H.S. District Adult Education

SUMMARY

Contact

BUHS Adult Education
104 Magnolia Avenue
Brawley, CA 92227
Phone: (760) 344-1068
Fax: (760) 344-3976
buhsadult@
icoe.k12.ca.us

Services

- ◆ Hiring source for pre-screened employees with short-term vocational training

Related pages

- ◆ Center for Employment Training
- ◆ Department of Rehabilitation
- ◆ Work Training Center
- ◆ CalWORKs

Through its Adult Education Program, Brawley Union High School District provides more programs to assist individuals to become employable, upgrade their current job skills, and train for new occupations.

Hiring

This program recruits, screens, and trains individuals in the skills that employers need, and assist those individuals through the job search and hiring process.

Services

BUHS Adult Education program offers the following services to ensure the employee is able to work up to full potential:

- ◆ High school independent study program
- ◆ GED preparation course
- ◆ English as a second language
- ◆ CalWORKs English immersion

Training

Training can range from basic skills to customized vocational education. Short-term vocational classes offered include:

- ◆ Academic skills
- ◆ Job readiness skills
- ◆ Computer training
- ◆ Community involvement
- ◆ Self-maintenance skills

Training is done in a hands-on manner, using staff members who have experience in the fields they are teaching.

Calexico Community Action Council

SUMMARY

Contact

Calexico Community
Action Council
2151 Rockwood Avenue
Suite 166
Calexico, CA 92231
Phone: (760) 357-6464
Fax: (760) 357-6614

Services

- ◆ Provides work experience in carpentry, landscaping and plumbing.

Related pages

- ◆ Imperial County Office of Education
- ◆ San Diego Job Corps
- ◆ One Stop Employment Offices

The Calexico Community Action Council (CCAC) was incorporated in 1969, when the citizens of Calexico realized that 42.8% of the population lived in substandard housing.

Its specific mission was, and has remained, to operate for the advancement of education, improvement of job opportunity, betterment of housing conditions for low-income persons and families.

Training

CCAC focuses on providing training for older youth, adult displaced workers and low-income participants in crafts such as:

- ◆ Carpentry- 12-week training course
- ◆ Plumbing- 10- week training course
- ◆ Landscaping- 8- week training course

The training curriculum for these courses will cover the following areas:

- ◆ Orientation to trade
- ◆ On the job equipment safety
- ◆ Hand and power tools
- ◆ Math skills
- ◆ In class projects
- ◆ Community services
- ◆ Paid work experience
- ◆ Vocational English

Transportation, child-care and clothing allowances are provided as supportive services. CCAC will also provide a bi-weekly stipend of \$120.

Hiring

CCAC's Vocational Training Program will be a certifiable training service, accredited by the University of Florida.

Trainees participating in this program will receive the following:

- ◆ Industry-recognized certificate and transcript from the National Center of Construction, Education and Research
- ◆ Services required for related classroom training in compliance with Apprenticeship, Training, Employer and Labor Services
- ◆ Recognition upon successful completion of training with an accredited sponsor
- ◆ Trainees become a part of a National Registry for job locations and availability
- ◆ National standardization providing transferability of learned job skills and educational credits

Work experience is paid in different time increments for each craft:

- ◆ Carpentry – 8weeks
- ◆ Plumbing- 6 weeks
- ◆ Landscaping- 4 weeks

Upon completion of the Program's classroom training, the participant will be placed on paid work experience at \$8.00 an hour, 40 hours a week for the specific times mentioned above. After completing the paid work experience, the participant will receive a certificate outlining their achievements and the specific craft of completion.

Once trained, CCAC's priority is to successfully place the participant in a job site where their skills will be fully utilized. Follow-up services are done in conjunction with the One Stop offices.

CalWORKs Employment Services

SUMMARY		
<p>Contact</p> <p>CalWORKs Employment Services 2995 S. 4th Street, #102 El Centro, CA 92243 Phone: (760) 339-2759 Fax: (760) 339-2769 Jdiaz1@edd.ca.gov</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Provides no cost employment services to employers hiring CalWORKs job seekers <p>Related Pages</p> <ul style="list-style-type: none"> ◆ Employment Development Department ◆ One-Stop Employment Services ◆ Imperial Valley Regional Occupational Program ◆ Imperial Valley College 	<p>CalWORKs Employment Services, a tri-agency comprised of Imperial County Department of Social Services CalWORKs, Imperial Valley College and State of California Employment Development Department, has a proven track record in successfully assisting new and established employers with their recruitment needs.</p> <p>Employers can select from a job ready pool of CalWORKs job seekers.</p> <p>Hiring Employers using CalWORKs Employment Services will select from the following menu of no cost services:</p> <ul style="list-style-type: none"> ◆ Customized, large or small scale, recruitment to better suit business needs ◆ Trained employment specialists to pre-screen job applicants per employer recruitment ◆ Coordinated local partner resources to better serve employers ◆ SAGE and TABE Assessments to match applicants to the vocational needs of the employers ◆ Tax Credit Incentives ◆ On-The-Job Training reimbursements through partner agencies ◆ Use of interview facilities and office equipment at no cost to the employer ◆ Paid drug testing for CalWORKs job seekers 	<ul style="list-style-type: none"> ◆ Ancillary funds for special clothing or tools for employed CalWORKs job seekers ◆ Possible childcare and transportation assistance for employed CalWORKs job seekers <p>Job Openings will be listed in CalJOBS, an Internet-based automated system, available 24 hours per day, 7 days per week. CalJOBS can be accessed at www.caljobs.ca.gov.</p> <p>Openings will also be displayed on job boards at CalWORKs Employment Center, CalWORKs Job Clubs and the Brawley, El Centro and Calexico One-Stop Centers.</p> <p>Media public service announcements will be used for large-scale recruitment.</p> <p>Employer Benefits</p> <ul style="list-style-type: none"> ◆ Save time through the elimination of dealing with unqualified applicants and endless calls ◆ Will hire job ready employees with childcare and transportation assistance ◆ Possible Tax Credit and On-The-Job training reimbursements ◆ Save money by utilizing no cost interview rooms ◆ Save money by not paying for drug testing, specialized clothing or tools ◆ Will have supportive employment specialist guiding the recruitment process.

Campesinos Unidos, Inc.

SUMMARY

Contact

Campesinos Unidos, Inc.
CUI Skills Center
 1048 Main Street
 Brawley, CA 92227
 Phone: (760) 344-1837

Area Offices

300 S. Imperial Avenue,
 Suite 14
 El Centro, CA 92243
 Phone: (760) 335-3636

1048 Main Street
 Brawley, CA 92227
 (760) 344-1837

Services

- ◆ Hiring sources for pre-screened low-income employees with short-term vocational training.

Related pages

- ◆ B.U.H.S Adult Education
- ◆ Department of Vocational Rehabilitation
- ◆ Work Training Center

Campesinos Unidos, Inc. is a non-profit job training institution offering students a comprehensive skill training and human development program. CUI was established in the Imperial County, in 1972 to offer training in job placement, providing a diversity of opportunity.

Hiring

CUI provides the following services to aide the employer in hiring a competent employee:

- ◆ Job training
- ◆ Counseling
- ◆ Preparation
- ◆ Placement
- ◆ Supportive services

Training

- ◆ CUI provides job ready training and placement such as:
- ◆ Academic Enhancement skills
- ◆ Alternative Secondary school services
- ◆ Paid work experience
- ◆ Occupational skills training
- ◆ Leadership development opportunities
- ◆ Supportive services
- ◆ Follow-up services
- ◆ Comprehensive guidance and counseling services

Training is competency-based, open entry/exit, individualized, self-paced and hands-on. CUI promotes good work habits through simulation of a business environment. Attendance and punctuality are premium work habits.

Eligibility

CUI offers these services to clients with the following:

- ◆ Basic skills deficiencies
- ◆ (below 8th grade level)
- ◆ Pregnant or parenting youth
- ◆ Learning and physically disabled
- ◆ Homeless, runaway or foster child
- ◆ Offenders
- ◆ Others with serious barriers to employment, such as deficiencies in occupational skills

These services are also provided to community members who are age 18 or older, school dropouts, monolingual, bilingual, long-term welfare recipients, food stamp recipients, have had a barrier to employment and clients with poor work history. Eligibility criteria vary among training contracts.

By targeting these characteristics and helping them overcome some of the barriers to employment, will lead to lasting, unsubsidized employment and self-sufficiency.

CSBG Social Services

- ◆ Translations
- ◆ Information and referrals
- ◆ Food commodities distribution
- ◆ Hotel and emergency food vouchers
- ◆ Utility final notices payments
- ◆ Eviction notice payments
- ◆ Assistance in completing multiple forms

Center for Employment Training

SUMMARY

Contact

Center for Employment Training
294 S. Third St.
El Centro, CA 92243
Phone: (760) 337-6565
Fax: (760) 353-5589
cet_ec@yahoo.com

Services

- ◆ Hiring source for pre-screened low-income employees with short-term vocational training.

Related pages

- ◆ BUHS Adult Education
- ◆ Department of Rehabilitation
- ◆ Work Training Center

The Center for Employment Training is a non-profit job training institution offering students a comprehensive skills training and human development program. CET was established in San Jose, California in 1967 and offers training in almost thirty different trades nationwide providing a diversity of opportunity.

Hiring

The Center for Employment Training provides the following services to aid the employer in hiring a competent employee:

- ◆ Job training
- ◆ Counseling
- ◆ Preparation
- ◆ Placement
- ◆ Supportive services

Training

CET provides job ready training for these occupations:

- ◆ Accounting/Bookkeeping
- ◆ Building Maintenance
- ◆ Shipping and Receiving
- ◆ Welding
- ◆ Retail Trades
- ◆ Customer Service/Data Entry

Training is competency-based, open entry/exit, individualized, self-paced and hands on. CET promotes good work habits through simulation of a business environment. Attendance and punctuality are premium work habits.

Eligibility Requirements

These services are provided to community members who are age 18 or older, economically disadvantaged, displaced homemakers, long-term unemployed workers, have had a barrier to employment, and have been laid-off.

Eligibility criteria vary among training contracts. Those who are eligible and who wish to utilize subsidized training are brought immediately into training if there is an opening or are placed on a waiting list for openings under the specified contract.

Financial Aid Programs

The cost of training for CET students is paid through a variety of sources, including contracts with city, state, county, and federal agencies; as well as public and private rehabilitation agencies.

Because CET is an accredited institution, it is able to offer financial aid under Title IV of the Higher Education Act. The primary financial aid programs in which CET participates are grants, student loans and federal work study programs

Department of Vocational Rehabilitation

SUMMARY		
<p>Contact</p> <p>Department of Rehabilitation 1214 State Street El Centro, CA 92243 Phone: (760) 353-1350 Fax: (760) 353-7948</p> <p>Branch Offices in Needles and Blythe: Phone: (760) 922-2118 *By appointment only</p> <p>Winterhaven Branch Office: (760) 353-1350</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Vocational services for people with disabilities. <p>Related pages</p> <ul style="list-style-type: none"> ◆ Center for Employment Training ◆ BUHS District Adult Education ◆ Work Training Center 	<p>The Department of Vocational Rehabilitation offers services to assist Californians with disabilities obtain and retain employment while maximizing their ability to live independently in their communities.</p> <p>Hiring</p> <p>This department offers a pool of disabled job seekers to nonprofit and public service agencies for employment. Clients are eligible for on the job training placements from this agency. The job candidate will work at no cost to the employer while the employer determines whether the employee has been properly placed.</p> <p>Training</p> <p>The Department of Rehabilitation assists people with disabilities in such ways as providing:</p> <ul style="list-style-type: none"> ◆ Counseling and guidance ◆ Referrals and assistance to get services from other agencies ◆ Job search and placement assistance ◆ Vocational and other training services ◆ Diagnosis of physical and mental impairments ◆ Maintenance for additional costs while participating in the Individual Plan for Employment ◆ On-the-job or personal assistance services 	<ul style="list-style-type: none"> ◆ Rehabilitation and orientation/mobility services for individuals who are blind ◆ Occupational licenses, tools, equipment, initial stocks and supplies ◆ Technical assistance for self-employment ◆ Rehabilitation assistance technology ◆ Supported employment services ◆ Services to family <p>Eligibility</p> <p>An individual may be eligible for this program if they have a physical or mental impairment that makes it significantly difficult to get up or keep a job, needs vocational rehabilitation services to obtain or retain employment, or can benefit from the services provided.</p>

Employment Development Department

SUMMARY

Contact

El Centro Office

State of California
Employment
Development Department
El Centro, CA 92243
Phone: (760) 339-2722
Fax: (760) 339-2740
www.edd.ca.gov

Calexico Office

State of California
Employment
Development Department
301 Heber Ave.
Calexico, CA 92231
Phone: (760) 357-7716
Fax: (760) 357-7289

CalWORKs

Employment
Development Department
2995 S. 4th Street, #102
El Centro, CA 92243
Phone: (760) 339-2737
Fax: (760) 339-2769

Services

- ◆ Job services
- ◆ Internet based automated search system (CalJOBS)

Related Pages

- ◆ One-Stop Employment Services
- ◆ CalWORKs
- ◆ Employment Training Panel
- ◆ CalWORKs

The California Employment Development Department (EDD) offers a wide variety of services to employers and employees under the Job Service program. This program brings employers with job openings together with qualified job seekers. Customers may access services through self-service or with the assistance of an EDD staff member. Additionally, the Job Service offers intensive services to customers with special needs.

Job Service Program

- ◆ Provides comprehensive services to employers, and offers an Internet-based automated system (CalJOBS) that enables employers to search, screen, and select employees from a database of resumes.
- ◆ Matches qualified job seekers with employer job listings based on employer's requirements and job seekers' qualifications.
- ◆ Enables job seekers to self-enroll and produce quality resumes from various locations through CalJOBS so they can self-search and self-refer to job openings.
- ◆ Committed to state and local economic development and workforce preparation services.
- ◆ Provides labor market information to employers, job seekers, and others, including policy makers, economic developers, economists and planners.
- ◆ CalJOBS can be accessed at www.caljobs.ca.gov

- ◆ Partners with California's One-Stop Career Center system and employment and training services.
- ◆ Assures priority of services to veterans.

Services to Employers

- ◆ Reemployment assistance to help employers who are experiencing worker reductions.
- ◆ National, state, and local area labor market information to help plan for business expansion, relocation or future hiring and training needs.
- ◆ Focused recruitment campaigns for new business ventures or facilities needing a large number of specialized workers.
- ◆ Facilities and scheduling services to screen and interview applicants.
- ◆ Resume searches to match employers job openings.
- ◆ Facilitation of Employer Advisory Councils (EAC) in local communities. EAC's were formed to create stronger partnerships between the EDD and the business community. For more information, please call (760) 339-2719.

For information regarding other EDD branches including:

- ◆ Unemployment Insurance
- ◆ Disability Insurance
- ◆ Tax
- ◆ Labor Market Information

Contact any of our offices, or access the EDD website.

Employment Training Panel

SUMMARY		
<p>Contact</p> <p>ETP Sacramento Office 1100 J St., 4th Floor Sacramento, CA 95814 (916) 322-3562 www.etp.ca.gov</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Employer may be reimbursed for training new or existing employees ◆ On-site or classroom training allowed ◆ Eligibility based on challenges faced by employer <p>Related pages</p> <ul style="list-style-type: none"> ◆ One Stop Employment Offices ◆ Employment Development Department ◆ Hiring Tax Credits 	<p>The State of California's Employment Training Panel (ETP) is a California State agency created in 1982 as a cooperative business-labor program to retrain workers. ETP was designed to fund training that meets the needs of employers for skilled workers and the need of workers for good, long-term jobs.</p> <p>This type of employer-supported training is used to improve the economic climate by training new workers and retraining workers in danger of being laid off as a result of technological advancements in the workplace, and because of foreign and domestic competition. It reimburses employers for the costs of customized training provided to new or existing employees. This panel is supported by California employers through the employment training tax.</p> <p>Eligibility</p> <p>Employers should meet at least one of the following criteria:</p> <ul style="list-style-type: none"> ◆ Facing out-of-state competition and need to retrain current employees ◆ Need to upgrade workers in areas where there are skills shortages ◆ Need to hire and train unemployed workers eligible to receive unemployment insurance ◆ Have special, unique training needs in areas such as defense conversion or emerging technologies 	<p>Training</p> <p>ETP covers the costs of training employees, either on site by the employer or through other training organizations. Eligible trainees can include existing employees or new employees that meet ETP's requirements.</p> <p>Covered costs include:</p> <ul style="list-style-type: none"> ◆ Trainers' fees (based on ETP criteria) ◆ Most training materials <p>Funding</p> <p>Funding is found through the Employment Training Tax, which is levied on the California employers who participate in the Unemployment Insurance. One tenth of one percent of the first \$7,000 income per employee collected from California unemployment insurance taxes goes to fund the Employment Training Fund (approximately \$100 million per year).</p>

Imperial County Office of Education

SUMMARY

Contact

Imperial County Office of Education
1398 Sperber Road
El Centro, CA 92243
Phone: (760) 312-6464
Fax: (760) 312-6565
www.icoe.k12.ca.us

Services

- ◆ Many different programs to improve the quality of life in the Imperial County.

Related pages

- ◆ Academic Employment Services
- ◆ B.U.H.S. Adult Education

The Imperial County Office of Education's many departments perform a broad range of services for school districts and their staffs, for special student categories and their families, and for other groups within the community.

Hiring

ICOE provides many different services and programs to educate, train, recruit, and promote students, schools, districts, and the community.

Training

Some of the programs offered by ICOE to improve the quality of life in Imperial County are as follows:

- ◆ Academic and Employment Services
- ◆ Alternative Education
- ◆ Business Services
- ◆ Child Development Services
- ◆ Curriculum Services
- ◆ Human Resources
- ◆ Learning Technologies
- ◆ Migrant Education
- ◆ SELPA
- ◆ Special Education
- ◆ Special Services
- ◆ Student Well-Being and Family Resources

Imperial Valley College

SUMMARY

Contact

Imperial Valley College
380 E. Aten Road
PO Box 158
Imperial, CA 92251
Phone: (760) 355-6217
Fax: (760) 355-2663
<http://www.imperial.cc.ca.us>

Workforce Development Center
Phone: (760) 355-6480
Fax: (760) 355-6172
<http://wdc.imperial.cc.ca.us>

Services

- ◆ Certificates in career programs
- ◆ Associate in Arts degree
- ◆ Associate in Science degree
- ◆ Workforce Development Center
- ◆ Satellite *One-Stop Employment Services*
- ◆ Small Business Development Center (SBDC)
- ◆ Customer Service Academy

Related pages

- ◆ CalWORKs
- ◆ One Stop Services
- ◆ Small Business Development Center

As part of the California Community College system, IVC offers educational opportunities that can lead to Associates degrees or program certificates. Both college transfer and vocational programs are offered in a variety of subject areas. Imperial Valley College is a valuable source for hiring and training employees. It also provides customized training designed to fit an employer's specific needs. Courses are offered at the main campus, and Extended Centers in Brawley, Calexico and El Centro, and by arrangement at the employer's site.

IVC has an enrollment of 8,172 students (spring semester '02) and in 2000-01 graduated 423 students with degrees and certificates.

Employment Resources

IVC is a resource for employers and employees as well as interns who work for college credit. Placement assistance offered through the IVC Workforce Development Center includes:

- ◆ Job Development and Placement
- ◆ Work-Study
- ◆ Cooperative Work Experience
- ◆ Satellite One Stop Employment Services
- ◆ Resume Development

Training

The College offers vocational certificates in the following areas:

- ◆ Agricultural Business Management
- ◆ Administration of Justice
- ◆ Automotive Technology
- ◆ Computer Skills
- ◆ Business Office Technologies
- ◆ Business Management
- ◆ Nursing
- ◆ Early Childhood Education
- ◆ Emergency Medical Technician
- ◆ Environmental Technology
- ◆ Welding

A complete list of certificates and majors can be found in the General Catalog or the website.

IVC's Small Business Development Center is available to assist expanding, relocating, or start-up businesses with a wide variety of technical assistance services as well as strategic planning.

IVC has also joined other community colleges around the state in presenting a comprehensive customer service-training program. The Customer Service Academy at IVC is designed to enhance customer service skills and support economic development.

Imperial Valley Regional Occupational Program

SUMMARY		
<p>Contacts</p> <p>Imperial Valley Regional Occupational Program 1398 Sperber Road, Suite D El Centro, CA 92243 Phone: (760) 312-6434 Fax: (760) 337-1364 www.icoe.k12.ca.us/rop www.carcp.org www.cde.ca.gov</p> <ul style="list-style-type: none"> ◆ SERVICES ◆ Provides employers with a pool of students who have been trained to acquire entry-level jobs ◆ Update and/or improve job skills, ◆ Prepare students for advanced training and education <p>Related pages</p> <ul style="list-style-type: none"> ◆ San Diego Job Corps ◆ Imperial Valley College ◆ Hiring Tax Credits ◆ Employment Development Department ◆ CalWORKS 	<p>The Imperial Valley Regional Occupational Program (IVROP) is a public education service, which provides free, practical hands-on training, career guidance, and job placement assistance.</p> <p>Hiring IVROP provides employers with a pool of students, who have been trained to acquire entry-level jobs, update and/or improve job skills, and prepare for advanced training and education. These graduates possess skills making them productive, contributing members of global society.</p> <p>Projects IVROP offers many projects which serve different organizations and community members, some examples are:</p> <ul style="list-style-type: none"> ◆ Project PRIDE ◆ Project Hope ◆ Project PACE ◆ Project Power ◆ School-to-Career ◆ CalWORKS Supportive Services ◆ Project Trabajo ◆ Welfare-to-Work Job Retention ◆ Project Steps of Success (SOS) 	<p>Training IVROP provides training to prepare for a college major, earn credits towards high school graduation, and earn a certificate of Demonstrated Competencies.</p> <p>There are no fees or tuition for instruction. All IVROP classes are open to any Imperial County resident regardless of sex, race, religion, national origin, handicap or income level. Community and cooperative classroom training in local businesses and industries for a limited number of classes is also provided.</p> <p>The following courses are only a few IVROP offers which are open to Imperial County residents 16 years of age or older:</p> <ul style="list-style-type: none"> ◆ Accounting ◆ Air conditioning, heating and refrigeration ◆ Auto body paint and fender ◆ Careers in law ◆ CPR training ◆ HAZWOPER training ◆ Lifeguard training ◆ Employability skills ◆ Law enforcement ◆ Landscape design ◆ Nurse assistant <p>Contact IVROP to find out more about the different classes and projects offered and how to sign up.</p>

One Stop Employment Services

SUMMARY

Contacts

East El Centro

One Stop

2995 S. 4th Street

El Centro, CA 92243

Phone: (760) 337-5000

Fax: (760) 482-2996

West El Centro

One Stop

Employment

Development

Department

1550 W Main Street

El Centro, CA 92243

Phone: (760) 339-2722

Fax: (760) 339-2745

Calexico One Stop

301 Heber Avenue

Calexico, CA 92231

Phone: (760) 768-7187/
7171

Fax: (760) 768-7182

Fridays only

Brawley One Stop

350 G Street

Brawley, CA 92227

Phone: (760) 344-2131

Fax: (760) 344-6558

Tuesdays only

Satellite One Stops

continued next page

Related pages

- ◆ Hiring Tax Credits
- ◆ EDD
- ◆ CalWORKs

In Imperial County, the local Workforce Investment Board has established four One Stop Employment Centers, in Brawley, El Centro, East and West, and Calexico. Each of these One Stops can serve as a single point of contact for all the employment related services needed by job seekers and employers. Most of the services offered through the four central One Stops are also available in four satellite centers at Imperial Valley College also in Niland, Calipatria and Holtville.

Employers can receive assistance in recruiting and hiring, and may qualify for subsidies to offset the costs of training new employees or upgrading the skills of current employees. In all of these programs, the final hiring decision is always up to the employer.

Recruitment and Hiring

The One Stops offer the largest pool of qualified and skilled job seekers in Imperial County. One Stop staff will help you to match your job openings with the best candidates. Free hiring services include:

- ◆ Publicity for your job opening, via radio public service announcements, Job Club meetings, OSES centers and internet websites.
- ◆ Trained staff to pre-screen and rank applicants per employer instructions.
- ◆ Support services to help new employees learn new work skills.

- ◆ Make a smoother transition into the workplace and reduce loss of time at work
- ◆ Post employment follow-up services to ensure long-term retention.
- ◆ Certification of new hires to ensure employer's eligibility to obtain all applicable state and federal tax credits.

Customized Training for Current Employees

One-Stop centers may subsidize up to 49% of employee wages while receiving training to upgrade their skills. This would enable current employees to move up their career ladder with the business. This increases the productivity and growth of a business, and also allows for backfilling of positions vacated by the rising employees.

On-the-Job Training (OJT) for New Employees

The One Stop Center's On-The-Job Training Program can reimburse employers for up to 50% of the cost of new employees' wages during their training period.

These reimbursements can be taken in combination with state and federal tax incentives, such as Hiring Tax Credits. The process for participating in the OJT program is as follows:

1. Contact the nearest One Stop to review your hiring and training needs.

One Stop Employment Services continued...

SUMMARY		
<p>Contacts</p> <p>Satellite One Stops</p> <p>Imperial Valley College Workforce Development Center Building 1700 380 East Aten El Centro, CA 92243 Phone: (760) 355-6532 Fax: (760) 355-6538</p> <p>Niland 8101 Highway 111 (760) 359-4562 Fax: (760) 359-4538</p> <p>Calipatria 124 North Sorenson (760) 348-2971</p> <p>Holtville 585 Fern Avenue (760) 356-3100 Fax: (760) 356-3114</p> <p>Services</p> <ul style="list-style-type: none"> ◆ Publicity ◆ On the job training ◆ Customized training ◆ Local, up to date labor market information 	<ol style="list-style-type: none"> 2. They will refer you to pre-screened applicants who have career interests relevant to your hiring needs. 3. Before hiring, negotiate a training plan with the One Stop Center. The average training period is 12 weeks. 4. One Stop will reimburse you a share of the wages paid during the agreed upon training period. 5. Pay your new hire as you would any worker, keeping normal records on attendance and workers' compensation. <p>Local Labor Market Research The Workforce Investment Board conducts annual surveys of local recruitment and hiring practices by employers in Imperial County.</p> <p>This research is compiled into Occupational Outlook Reports, which include data on wages and benefits paid, and the typical educational level, qualifications, skills and experience that local employers require for various occupations. You can obtain a free profile on occupations used by your business, by placing a request through the One Stop nearest to you.</p>	<p>Seminars and Workshops Professional staff are available to help employers with seminars and workshops, including providing space, and arranging for presentations by experts on topics of interest to employers, such as new developments in labor law regulations, financing programs, incentive zones and tax credits. Workshops can be held for individual employers or groups of employers.</p> <p>Universal Access The One Stop Centers' services are offered at no cost to all job seekers and employers.</p>

San Diego Job Corps

SUMMARY

Contacts

San Diego Job Corps
Cellular: (619) 981-2274
www.sandiegojobcorps.com

El Centro One Stop

(East) 2995 S. 4th Street
(West) 1550 W Main Street

El Centro, CA 92243

Phone East: (760) 337-5000

- West: (760) 339-2722

Fax: East (760) 482-2996

- West: (760) 339-2745

Services

- ◆ Provides work experience and basic skills to youth ages 16-24.

Related pages

- ◆ One Stop Employment Offices

San Diego Job Corps serves local young adults in Imperial County between the ages of 16 and 24. Job Corps provides many benefits and services for those who are eligible.

Hiring

San Diego Job Corps trains and nurtures its clientele to prepare them for the workforce by offering living and clothing allowances, books, tools, drivers education, medical, dental, and vision care.

Training

Many services are offered to assist eligible young adults to find jobs and develop careers:

- ◆ Free career training in 20 different trades
- ◆ GED/H.S. diploma education
- ◆ Social skills & employment training
- ◆ College opportunities & advance training
- ◆ On-site interviews for Admissions
- ◆ Monthly tours of the San Diego center
- ◆ Job placement services for one year
- ◆ Follow-up services for one year

Eligibility

To qualify for these services the recipient must meet the following requirements:

- ◆ Age 16-24 (Males and Females)
- ◆ Meet income requirements
- ◆ Legal US resident or have the right to work in US
- ◆ Be drug-free
- ◆ Be free of formal probation
- ◆ Motivated to work and learn
- ◆ Willing to live at the Center

San Diego State University

SUMMARY

Contact

San Diego State
University
Imperial Valley Campus
Division of Continuing
Education

720 Heber Avenue
Calexico, CA 92231
Phone: (760) 768-5550
Fax: (760) 768-5611
continuing.education
@projects.sdsu.edu

California Center for
Border and Regional
Economic Studies
SDSU-Imperial Valley
Campus
720 Heber Ave.
Calexico, CA 92231
Phone: (760) 768-5510
Fax: (760) 768-5583
CCBRES@MAIL.SDSU.EDU

www.ccbres.sdsu.edu

WWW.CCBRES.SDSU.EDU

Services

- ◆ Provides academic services and opportunities to individuals that aspire to personal and professional growth

Related pages

- ◆ Imperial Valley College

San Diego State University (SDSU)-Imperial Valley Campus provides well-balanced, high quality education for undergraduate and graduate students. Contributing knowledge and solutions of problems through excellence and distinction in teaching, research and service.

The division of Continuing Education at San Diego State University campus serves both Imperial and Mexico Valleys (Mexico). The division's involvement stimulates community growth by providing continuous professional development to all segments of the community.

The campus provides students with the finest possible training, facilitating their incorporation into the job market with the skills necessary to succeed. The Division of Continuing Education incorporates certain measures that will help all participants meet their set objectives by blending both theory and practice, and by breaking stereotypes that hinder educational advancement

Training

The following training programs are offered through SDSU- Imperial Valley Campus to support the growth of businesses in our border community:

- ◆ Business Training Program
- ◆ English language building courses
- ◆ Professional

- ◆ Business Development
- ◆ Conversational Spanish
- ◆ Bi-national Certificates in Business English and Teacher Training
- ◆ Conferences

The following services are provided through the Calexico Empowerment Project:

- ◆ Business Plan Development
- ◆ Follow-up services and referrals

Assistance in identifying:

- ◆ Business lending sources
- ◆ Business tax incentives
- ◆ Grant opportunities
- ◆ Employee training

Assistance in obtaining

- ◆ Business loan grants
- ◆ License and permits

Assistance in developing

- ◆ Marketing and sales strategies
- ◆ Business alliances

California Center for Border and Regional Economic Studies

The Imperial Valley campus is home to CCBRES, the California Center for Border and Regional Economic Studies. The CCBRES mission is to inform the public and private decision makers of demographic, economic, and social trends in the Imperial County and the western United States – Mexican border region. For more information, please visit the website at: www.ccbres.sdsu.edu.

Work Training Center

SUMMARY

Contacts

Work Training Center
210 Wake Avenue
El Centro, CA 92243
Phone: (760) 352-6181
Fax: (760) 352-6332

Services

- ◆ Assist people with disabilities and other special needs train for, locate and sustain a job
- ◆ Work Service Program
- ◆ Job Placement Program
- ◆ Supported Employment Program

Related pages

- ◆ Center for Employment Training
- ◆ Department of Rehabilitation
- ◆ B.U.H.S. Adult Education

The Work Training Center assists persons with disabilities and other special needs by expanding their vocational opportunities and capabilities, encouraging self advocacy and providing information as well as assistance in accessing each person's desired level of independence and integration.

To accomplish this, WTC provides paid employment, supported work opportunities, job placement assistance and advocacy services.

Hiring

Employers have reported that the individuals placed with the assistance of WTC's Supported Employment Program are hard working, require minimal training by the employer and have much better attendance and lower turnover than other employees.

WTC also provides opportunities for paid employment both in the community and at their facilities under their Work Services Program. Many have been able to significantly reduce their social security benefit through earnings; however, they maintain their eligibility for full benefits should the need arise in the future.

WTC's Job Placement Programs provide assistance and support to persons with disabilities, and persons over the age of 55 in preparing, searching for, obtaining and maintaining jobs in the community.

The goal of Job Placement Services is to prepare individuals for life-long employment through on-the-job training, work experience and curriculums designed to prepare participants for entry into the local labor market. Full or partial wage reimbursement is provided to employers to assist with the training needs of Job Placement participants and WTC Employment Placement Specialists are available to employers throughout the training period.

Training

The Work Training Center can assist with the following:

- ◆ Finding jobs
- ◆ Keeping jobs
- ◆ Learning new job skills
- ◆ Assessing the skills or experience for a particular job
Communicating, personal, job seeking, or other employment related skills
- ◆ Getting special equipment or accommodations for a disability